



Level 4 Diploma in
Managing a Salon Business (RQF)

603/5223/1

Key Information

Level: 4

Sector: Service Enterprises

Qualification type: Occupational Qualification

Total Qualification time: 700

Credit Value: 70

Guided Learning Hours: 416

Status: Available To Learners

Methods of Assessment: Portfolio of evidence

Minimum age: 18

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Focus Awards Level 4 Diploma in Managing a Salon Business (RQF)

QRN: 603/5223/1

GLH: 416

TQT: 700

Credit: 70

Qualification Purpose:

The aim of this qualification is to enhance knowledge and skills of learners who has previously completed a level 3 beauty qualification. The qualification will provide additional knowledge and skills to manage a salon business.

Age Ranges:

Entry is at the discretion of the centre. However, learners should be aged 18 to undertake this qualification.

Geographical Coverage:

This qualification is available in England.

Learner Entry Requirements:

To complete this qualification learners are required to have achieved a Level 3 Beauty Qualification as a minimum.

In circumstances where learners do not hold a formal qualification, but have a minimum of 2 years' occupational experience, entry to the qualification may be considered subject to a centre interview, and review by Focus Awards of current knowledge, understanding and skills.

Learners will be required to demonstrate their ability to cope with the demands of the programme, and entry via this route will be assessed on an individual basis. Centres must ensure that evidence of pre-requisite knowledge and skills – whether through formal qualifications, or assessment of experience – is retained and available upon request by Focus Awards.

Centres should submit an RPL form where appropriate, selecting the 'Equivalence' option for requests for recognition of industry experience, or 'RPL' where other types of qualifications are being submitted for consideration. Evidence may include certificates, CV, insurance documentation (where applicable), and any portfolios showcasing the learner's work.

Reasonable Adjustments and Special Considerations:

Please refer to the Focus Awards 'Reasonable Adjustments and Special Considerations Policy'. A copy is available for download from the Focus Awards website at the following url:

<https://www.focusawards.org.uk/wp-content/uploads/2016/08/Reasonable-Adjustments.pdf>

Assessment Methods:

This qualification is Internally Assessed. Each learner must create a portfolio of evidence that demonstrates achievement of all the learning outcomes and assessment criteria associated with each unit.

The main pieces of evidence for the portfolio could include some or all of the following:

- Assessor observation
- Witness testimony
- Learner product
- Worksheets
- Assignments/projects/reports
- Record of oral and written questioning
- Learner and peer reports
- Recognition of prior learning (RPL)

Progression Routes:

Learners wishing to progress from this qualification can undertake the following qualifications:

- Focus Awards Level 4 Award In Investigative Consultation And Advanced Skin Assessment (RQF)
- Focus Awards Level 4 Certificate In Thermolysis And Cryotherapy For Blemish Removal Treatments (RQF)
- Focus Awards Level 4 Certificate In Aesthetic Practice Core Knowledge And Advanced Skin Science (RQF)

Supporting Material and Useful Websites:

- <https://focusawards.org.uk/supportingmaterials>
- <https://ofqual.gov.uk>

Qualification Structure:

To achieve the Level 4 Diploma in Managing a Salon Business learners must complete all 60 credits from the mandatory units and a minimum of 10 credits from the optional.

Mandatory Units:

Unit Title	Unit Reference	Level	Credit	Guided Learning Hours
Management of health, safety and security in the salon	A/617/0936	4	8	44
Quality management of client care in the hair and beauty sector	K/617/3492	4	12	50
Sales management	D/617/8558	4	9	73
Salon management	H/617/8559	4	10	50
Public Relations (PR)	Y/617/8560	3	8	42
Principles of Marketing and evaluation	T/502/9935	3	7	50
Contribute to the improvement of business performance	D/506/1911	3	6	33

Optional Units:

Unit Title	Unit Reference	Level	Credit	Guided Learning Hours
Apply Microdermabrasion	K/601/5329	3	4	39
Analyse and present business data	M/506/1945	3	6	24
Laser and light treatments for hair removal	F/617/0940	4	10	74
Laser and light treatments for skin rejuvenation	J/617/0941	4	10	74
Enhance appearance using micropigmentation treatment	H/617/3491	4	12	75
Handling data using IT systems	D/617/8561	4	6	24

Staff Requirements

Requirements for Tutors/Instructors

Tutors delivering the qualification will be required to hold or be working towards a teaching qualification. This may include qualifications such as the Levels 3, 4 or 5 in Education and Training, or a Certificate in Education. Focus Awards will however; consider other teaching qualifications upon submission. Tutors must also be able to demonstrate that they are occupationally competent within the sector area.

Requirements for Assessors

Assessors will be required to hold, or be working towards a relevant assessing qualification. This includes qualifications such as:

- Level 3 Award in Assessing Competence in the Work Environment
- Level 3 Award in Assessing Vocationally-Related Achievement
- Level 3 Certificate in Assessing Vocational Achievement

Focus Awards will however; consider other relevant assessing qualifications upon submission.

Assessors who only hold the Level 3 Award in Understanding the Principles and Processes of Assessment will be required to complete an additional programme of study to achieve the relevant competency units required for one of the qualifications listed above.

Trainee assessors who do not hold an assessment qualification will require their decisions to be countersigned by a suitably qualified assessor.

Assessors must also be able to show they are occupationally competent within the sector area

Requirements for Internal Quality Assurers (IQA)

Internal Quality Assurers should hold or be working towards the following an IQA qualification. This may include qualifications such as the V1 (previously D34), or the Level 4 Award in the Internal Quality Assurance of Assessment Processes and Practice. Focus Awards will however; consider other relevant IQA qualifications upon submission. Trainee IQAs who do not hold an IQA qualification will require their decisions to be countersigned by a suitably qualified IQA. IQAs must be able to demonstrate occupational competence.

Handy vocabulary of terms used in this specification

This table explains how the terms used in Focus Awards' Qualification Specification content are applied. Not all terms are necessarily used in this qualification.

Apply	Explain how existing knowledge can be used in new or different situations.
Analyse	Break the subject down into individual parts. Examine each, show how they fit together, whether they support each other and why they're important. Reference to current research or theory may add weight to your analysis.
Clarify	Clearly and concisely explain the information presented.
Classify	Organise in alignment with specified criteria.
Collate	Gather and organise information in a logical order (e.g., alphabetically, numerically, chronologically etc.).
Compare	Examine the subjects in detail to identify differences and similarities.
Critically compare	Similar to 'compare' above, but consider any positive aspects and/or limitations/restrictions arising from identified differences and similarities.
Consider	Think critically about a presented situation, problem, action or decision, and explain it. Also see 'explain' below.
Demonstrate	Describe or explain knowledge or understanding by providing examples or illustrations.
Describe	Write about the subject, presenting detailed information logically.
Develop...	Expand a plan or idea by adding more detail and/or depth of information.
Diagnose	Collate and consider appropriate evidence to identify the cause or origin of a situation or problem.
Differentiate	Identify the differences between 2 or more arguments, situations or subjects.
Discuss	Create a detailed account from a range of viewpoints, opinions or perspectives.
Distinguish	Explain the difference between 2 or more items, resources, pieces of information.
Draw conclusions...	Derive a reason or logic based decision or judgement.

Estimate	Use existing knowledge, experience and other relevant information to arrive at an approximate or 'best guess' opinion or judgement.
Evaluate	Examine strengths and weaknesses, consider arguments for and against, and/or similarities and differences. Assess any presented evidence from different perspectives and arrive at a valid conclusion or reasoned judgement. Reference to current research or theory may support the evaluation.
Explain	Present detailed information about the subject with reasons showing how or why it's included. Include examples to support these reasons where possible.
Extrapolate	Use existing knowledge and data to predict possible outcomes or results that might be outside the expected 'norm'.
Identify	Recognise and name the main points accurately. Additional description or explanation may be needed to aid clarity and attribute credibility.
Implement	Explain how to put an idea or plan into action.
Interpret	Explain the meaning of something.
Judge	Form an opinion or make a decision.
Justify	Provide a satisfactory explanation for actions or decisions.
Perform	Carry out a task or process to meet the requirements of the question.
Plan	Create and record (list) a logical, organised sequence of information, required resources and actions/events that enable a concept or idea to be crystalised and communicated.
Provide	Identify and deliver detailed and accurate information related to the subject.
Reflect	Consider actions, experiences or learning and how these may impact practice and/or professional development.
Review and revise	Look back over the subject and make corrections or changes to improve clarity or better demonstrate understanding.
Select	Make an informed choice for a specific purpose or required outcome/result.
Show	Supply evidence to demonstrate accurate knowledge and understanding.
State	Provide the main points clearly in sentences or paragraphs.
Summarise	Convey the main ideas or facts concisely.

Assessor Feedback

Student Name:	
Student Number:	
Course:	
Unit(s):	
Criteria:	
Date:	
Comments:	
Decision:	
Further Actions:	
Assessor:	
Position:	

IQA Report

Qualification:

Assessor: **IQA:**

Candidate Name	Unit(s) Sampled	Assessment Methods	Comments
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	IQA Signature	
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	Assessor Signature	
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