



SAMPLE ASSESSMENT MATERIALS (SAMs)

BT2D3 - Level 2 Diploma in Nail Technology (Gel)
(603/0232/X)

BT2D4 - Level 2 Diploma in Nail Technology (Liquid and
Powder)
(603/0233/1)

External Sample Assessment Material

There are two written exams for this qualification.

Each examination will consist of a written paper with two sections, A and B. Learners will have to complete both sections and there will be no optional questions in either section. There is no separate time limit for Section A and B; the total time stated is to complete both Section A and B. It is suggested that you start with Section A.

Section A consists of a blend of multiple choice and short response questions which will assess knowledge and understanding across the breadth of mandatory units.

Section B comprises extended response questions. Each of these will challenge learners in the application of knowledge and understanding, in a practical technical context. Real-life case studies, scenarios and client examples are used to 'set the scene' and provide the basis for the objective assessment of applied knowledge and understanding.

Photographs and diagrams are used where applicable to illustrate and provide content.

Questions will vary year on year and will cover the full breadth of mandatory content over time. Coverage is not based on set rotation of topics to avoid predictability.

Learners will be required to answer all of the questions in Sections A and B.

All mandatory units are assessed in each and every examination series. The full breadth of mandatory content will be covered over the life of the qualification.

The mandatory units assessed in Paper 1 (EX.1) and Paper 2 (EX.2) are set out below:

External examination (BT2D3.EX.1)	
Units covered	UC034M - Health, safety and hygiene UBT193M - Consultation techniques and client care UBT196M - Manicure treatments UBT197M - Pedicure treatments UBT214M - Gel polish applications
External examination (BT2D3.EX.2)	
Units covered	UBT208M - Process payment for beauty purchases UBT215M - Anatomy and physiology for nail technologists UBT216M - Nail art services UBT203M - Promote and encourage beauty retail sales UBT207M - Display stock to promote beauty sales UBT224M - Provide and maintain gel nail enhancement UBT226M - Provide and maintain nail wrap enhancements
External examination (BT2D4.EX.1)	
Units covered	UC034M - Health, safety and hygiene UBT193M - Consultation techniques and client care UBT196M - Manicure treatments UBT197M - Pedicure treatments UBT214M - Gel polish applications

External examination (BT2D4.EX.2)	
Units covered	UBT208M - Process payment for beauty purchases UBT215M - Anatomy and physiology for nail technologists UBT216M - Nail art services UBT203M - Promote and encourage beauty retail sales UBT207M - Display stock to promote beauty sales UBT225M - Provide and maintain liquid and powder nail enhancement UBT226M - Provide and maintain nail wrap enhancements

External Sample Assessment Material



BT2D3 - Level 2 Diploma in Nail Technology (Gel)
(603/0232/X)

BT2D4 - Level 2 Diploma in Nail Technology (Liquid and Powder)
(603/0233/1)

Please write clearly in block capitals.										
Centre number										
Learner number										
Surname										
Other names										
Learner signature										
Date										

SAMPLE EXAM QUESTIONS

Time allowed: 80 Minutes

Instructions

- Use black ink.
- Answer all questions.
- You must answer questions in the spaces provided.
- Do all rough work in this book. Cross through any work you do not want to be marked.

Information

- There are two sections to this paper.
- Both sections should be attempted.
- The marks for the questions are shown in brackets.

Advice

- Please read each question carefully before answering.

SECTION A - 30 Marks

Answer ALL questions. Write your answers in the spaces provided.

Nail technicians must follow safe working practices and guidelines due to the range of chemicals found within their products.

1 (a) Outline the purpose of the codes of practice.

(2 marks)

Total for Question 1 = 2 marks

A nail technician can use a range of communication methods to support the consultation, these need to be completed before any service can be carried out.

2 (a) Identify **one** example of a visual aid that can be used within a consultation for a nail service and describe its purpose.

(3 marks)

Total for Question 2 = 3 marks

Nail salons must adhere to legislation and regulations to ensure the safety of technicians and clients. There are specific guidelines to follow when using the products for nail enhancements.

3 (a) From the list of options, select the legislation or regulation that gives guidance on the use of nail enhancement products:

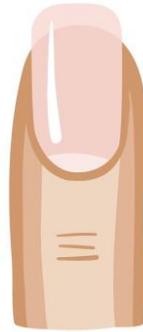
(1 mark)

- | | |
|--------------------------|--|
| <input type="checkbox"/> | A control of substances hazardous to health |
| <input type="checkbox"/> | B data protection act |
| <input type="checkbox"/> | C health and safety (first aid) regulations |
| <input type="checkbox"/> | D manual handling operations |
| <input type="checkbox"/> | E reporting of injuries, diseases and dangerous occurrence regulations |

Total for Question 3 = 1 mark

A client has attended the salon for a manicure service, her nails are fairly long and she would like them reshaped. She has bought an image along of the shape she would like, see **Figure 1**:

Figure 1



4 (a) Identify the nail shape in **Figure 1**.

(1 mark)

(b) Explain the benefits of creating this nail shape on the client.

(3 marks)

Total for Question 4 = 4 marks

Maria has attended the salon for a specialist manicure. During the consultation you discover she is suffering with onychophagy which effects every nail on her hands.

5 (a) From the list of options, select the characteristics of onychophagy:

(1 mark)

- | | | |
|--------------------------|---|-----------------------------------|
| <input type="checkbox"/> | A | inflamed and infected cuticle |
| <input type="checkbox"/> | B | no free edge, exposed hyponychium |
| <input type="checkbox"/> | C | overgrown eponychium |
| <input type="checkbox"/> | D | vertical ridges |
| <input type="checkbox"/> | E | white spots on the nail plate |

Total for Question 5 = 1 mark

Jemima has booked in for a gel polish application ready for her holiday. The nail technician conducts a nail and skin analysis and notes the following information on the record card:

The client's skin is in good condition, her nails are short but have some free edge, there are some white spots on a couple of the nails and the only concern is her cuticles have overgrown onto the nail plate itself.

6 (a) From the list of options, select the condition that is present on the client:

(1 mark)

- | | |
|--------------------------|-----------------|
| <input type="checkbox"/> | A onychomycosis |
| <input type="checkbox"/> | B onychorrhexis |
| <input type="checkbox"/> | C ptergium |
| <input type="checkbox"/> | D paronychia |
| <input type="checkbox"/> | E whitlow |

Total for Question 6 = 1 mark

There are a variety of massage movements used within nail services that have a range of benefits and effects. For mature clients stiffness in the joints can be eased during a hand and arm massage, relaxing the muscles and increasing the joint mobility.

7 (a) From the list of options, select the massage movement that will be of benefit to this client:

(1 mark)

- | | |
|--------------------------|--------------------|
| <input type="checkbox"/> | A deep effleurage |
| <input type="checkbox"/> | B frictions |
| <input type="checkbox"/> | C light effleurage |
| <input type="checkbox"/> | D petrissage |
| <input type="checkbox"/> | E tapotement |

Total for Question 7 = 1 mark

Gel polish's popularity within the nail industry has grown in recent years. One key benefit is that the nails are dry immediately after the service unlike traditional polish.

8 (a) State and describe the chemical process that occurs during a gel polish service.

(3 marks)

Total for Question 8 = 3 marks

Cameron has received his manicure and pedicure service and is ready to pay at the reception area. The nail technician processes the payment however the debit card is declined.

9 (a) Explain the action the nail technician should take in this situation:

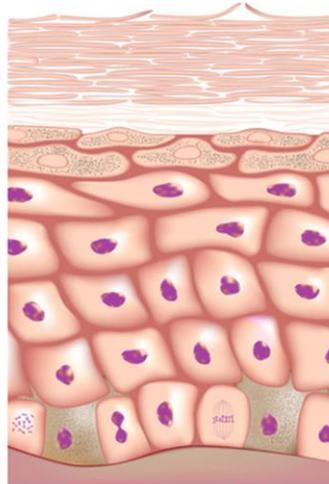
(3 marks)

Total for Question 9 = 3 marks

A thorough understanding of anatomy and physiology supports nail technicians when carrying out nail services. This knowledge will assist a technician when explaining the effects and benefits of different services.

Study **Figure 2**:

Figure 2



10 (a) From the list of options, select the layer of the epidermis identified in **Figure 2**:
(1 mark)

- | | |
|--------------------------|------------------------|
| <input type="checkbox"/> | A stratum corneum |
| <input type="checkbox"/> | B stratum germinativum |
| <input type="checkbox"/> | C stratum granulosum |
| <input type="checkbox"/> | D stratum lucidum |
| <input type="checkbox"/> | E stratum spinosum |

Total for Question 10 = 1 mark

Ines has returned to the salon for infills on her acrylic nails. One nail was damaged when it became trapped in a car door, the natural nail underneath has lifted off and she has been left with a very small nail plate. She is concerned that her nail will not grow in time for her prom which takes place next summer.

11 (a) Identify how long it takes a finger nail to grow.

(1 mark)

11 (b) Describe the process of keratinisation that occurs during nail growth.

(2 marks)

Total for Question 11 = 3 marks

A junior nail technician will support the nail salon in its day-to-day running and at times be required to perform duties other than performing nail services.

The manager of the nail salon has requested a new display be created within the reception area.

12 (a) State **three** purposes of having displays within the salon environment.

(3 marks)

Total for Question 12 = 3 marks

Employers regularly set and review sales targets with their employees. All nail technicians are expected to work towards these targets when carrying out services on their clients and promote products and services.

13 (a) From the list of options, select the benefit to the client of promoting and selling products and services:

(1 mark)

- | | | |
|--------------------------|---|---|
| <input type="checkbox"/> | A | increased profit for the salon |
| <input type="checkbox"/> | B | optimum results will be seen |
| <input type="checkbox"/> | C | promotes professionalism with the salon |
| <input type="checkbox"/> | D | supports career development |
| <input type="checkbox"/> | E | nail technician will gain commission |

Total for Question 13 = 1 mark

Ella has arrived at the salon to make an enquiry regarding nail enhancements. She would like to book in for a full set and is aware there are three different methods. She has requested further information on them before finalising her appointment.

14 (a) Identify **one** advantage of each system used for nail enhancements.

(3 marks)

Gel:

Liquid and Powder:

Nail wrap:

Total for Question 14 = 3 marks

TOTAL FOR SECTION A = 30 MARKS

(b) Explain the consequences of not creating a suitable treatment plan to suit the client's needs.

(2 marks)

Total for Question 15 = 10 marks

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(c) Explain the importance of completing client records.

(3 marks)

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Total for Question 16 = 10 marks

Total for Question 17 = 10 marks

TOTAL FOR SECTION B = 30 MARKS

TOTAL FOR PAPER = 60 MARKS

END OF EXAM

General marking guidance

- All learners must receive the same marking treatment. Examiners must mark all learners in the exact same way.
- Examiners should positively apply marking grids. Learners must be rewarded for what they have shown they can do, rather than be penalised for omissions.
- The marking grid should be used at all times with all marks used appropriately.
- Marks on the marking grid are designed to be awarded. Examiners are encouraged to award full marks if deserved. In contrast, examiners should award zero marks if there is no rewardable content.
- Where judgement is required, the marking grid will provide the principles by which marks will be awarded.
- Answers provided are indicative and not exhaustive. Other suitable answers provided by a learner should be rewarded.
- Examiners in doubt regarding the application of the marking grid to a learner's response must consult with a senior examiner.
- Spelling, punctuation, grammar, presentation and responses should not be penalised or rewarded.

Section A

Nail technicians must follow safe working practices and guidelines due to the range of chemicals found within their products.
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Q1 (a) Outline the purpose of the codes of practice.

UBT193M LO1	Answer	Total marks
Pass	<p>1-2 marks for outlining the purpose of the codes of practice. Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • A code of practice is published by a membership organisation and gives guidelines for therapists on safe and hygienic practice and avoiding cross-infection 	2 marks

A nail technician can use a range of communication methods to support the consultation, these need to be completed before any service can be carried out.

Q2 (a) Identify one example of a visual aid that can be used within a consultation for a nail service and describe its purpose.

UBT193M LO2	Answer	Total marks
Pass	<p>1 mark for identifying a suitable visual aid. Examples:</p> <ul style="list-style-type: none"> • photographs • pictures in trade magazines • colour charts/colour swatches • magazines or books • drawings • internet downloads on a computer • tablet or smartphone apps 	1 mark
Merit	<p>1-2 further marks for describing its purpose. Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • visual aids can be used to help client select colours, style for the nail service • nail technicians may use them to help support explanation of treatment techniques and how equipment will be used 	2 marks

Nail salons must adhere to legislation and regulations to ensure the safety of technicians and clients. There are specific guidelines to follow when using the products for nail enhancements.

Q3 (a) From the list of options, select the legislation or regulation that gives guidance on the use of nail enhancement products:

UCO34M LO1	Multiple Choice Question	Answer
A	control of substances hazardous to health	Correct answer because this provides guidance on dealing with hazardous products used within nail enhancements
B	data protection act	Incorrect answer because this provides guidance on the storage of client details
C	health and safety (first aid) regulations	Incorrect answer because this provides guidance on the first aid provision within salons
D	manual handling operations	Incorrect answer because this provides guidance on the lifting and moving of heavy objects
E	reporting of injuries, diseases and dangerous occurrence regulations	Incorrect answer because this provides guidance on the reporting injuries and accidents within the salon

Most correct answer

Least correct answer

A	E	D	C	B
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A client has attended the salon for a manicure service, her nails are fairly long and she would like them reshaped. She has bought an image along of the shape she would like, see Figure 1:

Q4 (a) Identify the nail shape in Figure 1.

UBT196M LO2	Answer	Total marks
Pass	1 mark available - squoval - will accept squared oval	1 mark

A client has attended the salon for a manicure service, her nails are fairly long and she would like them reshaped. She has bought an image along of the shape she would like, see Figure 1:

Q4 (b) Explain the benefits of creating this nail shape on the client.

UBT196M LO2	Answer	Total marks
Distinction	<p>1-3 marks for explaining the benefits of the nail shape Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • little filing is needed on the sides of the nail so it keeps its strength • slight oval shape helps to elongate the finger • taking edges of the corners reduce sharpness of the nail • practical nail shape which is good for people who work with their hands, or use them as tools 	3 marks

Maria has attended the salon for a specialist manicure. During the consultation you discover she is suffering with onychophagy which affects every nail on her hands.

Q5 (a) From the list of options, select the characteristics of onychophagy:

UBT196M LO2	Multiple Choice Question	Answer
A	inflamed and infected cuticle	Incorrect answer because this is a characteristic of paronychia
B	no free edge, exposed hyponychium	Correct answer because clients suffering with onychophagy are nail biters so they remove the free edge
C	overgrown eponychium on nail plate	Incorrect answer because this is a characteristic of pterygium
D	vertical ridges	Incorrect answer because this is a characteristic of a brittle nail
E	white spots on the nail plate	Incorrect answer as this is a characteristic of leukonychia

Most correct answer

Least correct answer

B	A	C	D	E
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Jemima has booked in for a gel polish application ready for her holiday. The nail technician conducts a nail and skin analysis and notes the following information on the record card:

The client’s skin is in good condition, her nails are short but have some free edge, there are some white spots on a couple of the nails and the only concerns is her cuticles have overgrown onto the nail plate itself.

Q6 (a) From the list of options, select the condition that is present on the client:

UBT196M , UBT214M, UBT215M LO2	Multiple Choice Question	Answer
A	onychomycosis	Incorrect answer because this is ring worm of the nail
B	onychorrhexis	Incorrect answer because this is brittle nails
C	pterygium	Correct answer because this is overgrown cuticles and is what is present on the clients nails
D	paronychia	Incorrect answer because this is an infection of the cuticle
E	whitlow	Incorrect answer because this is a viral infection on the finger

Most correct answer

Least correct answer

C	B A	E	D
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There are a variety of massage movements used within nail services that have a range of benefits and effects. For mature clients stiffness in the joints can be eased during a hand and arm massage, relaxing the muscles and increasing the joint mobility.

Q7 (a) From the list of options, select the massage movement that will be of benefit to this client:

UBT196M and UBT197M LO2 Distinction	Multiple Choice Question	Answer
A	deep effleurage	Incorrect answer because this movement does not specifically improve joint mobility
B	frictions	Correct answer because this movement is applied over the joints to increase mobility
C	light effleurage	Incorrect answer because this movement does not specifically improve joint mobility
D	petrissage	Incorrect answer because this movement does not specifically improve joint mobility
E	tapotement	Incorrect answer because this movement is stimulating and focuses on the nervous system

Most correct answer

Least correct answer

B	D	A C	E
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Gel polish's popularity within the nail industry has grown in recent years. One key benefit is that it the nails are dry immediately after the service unlike traditional polish.

Q8 (a) State and describe the chemical process that occurs during a gel polish service.

UBT214 LO3	Answer	Total marks
Pass	1 mark for correctly identifying polymerisation	1 mark
Merit	1-2 marks for describing the process of polymerisation Key areas the learner must mention: <ul style="list-style-type: none"> • chemical reaction creating polymer chains from monomers or oligomers • the monomers/oligomers give the UV gel its rigidity after curing 	2 marks

Cameron has received his manicure and pedicure service and is ready to pay at the reception area. The nail technician processes the payment however the debit card is declined.		
Q9 (a) Explain the action the nail technician should take in this situation.		
UBT208M LO1	Answer	Total marks
Distinction	<p>1-3 marks for an explanation of suitable action to be taken Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • remain discreet, professional and polite to the client - do not broadcast • do not discuss in detail as the salon will not be provided with information why the card was declined • politely ask for another form of payment • if client does not have another method make arrangements for payment to be made at a later date - this may need to be authorised by the manager of the business 	3 marks

A thorough understanding of anatomy and physiology supports nail technicians when carrying out nail services. This knowledge will assist a technician when explaining the effects and benefits of different services.

Q10 (a) From the list of options, select the layer of the epidermis identified in Figure 2:

UBT215M LO1	Multiple Choice Question	Answer
A	stratum corneum	Incorrect answer because this is the top layer of the epidermis
B	stratum germinativum	Incorrect answer because this is the bottom layer of the epidermis
C	stratum granulosum	Incorrect answer because this is below the stratum lucidum
D	stratum lucidum	Correct answer because this is the layer of the epidermis below the stratum corneum and where the arrow is pointing to
E	stratum spinosum	Incorrect answer because this layer of the epidermis is the largest and above the stratum germinativum

Most correct answer

Least correct answer

D

A

C

E

B

Ines has returned to the salon for infills on her acrylic nails. One nail was damaged when it became trapped in a car door, the natural nail underneath has lifted off and she has been left with a very small nail plate. She is concerned that her nail will not grow in time for her prom which takes place next summer.

Q11 (a) Identify how long it takes a finger nail to grow.

UBT215M LO1	Answer	Total marks
Pass	1 mark for correctly identifying: <ul style="list-style-type: none"> up to 6 months 	1 mark

Ines has returned to the salon for infills on her acrylic nails. One nail was damaged when it became trapped in a car door, the natural nail underneath has lifted off and she has been left with a very small nail plate. She is concerned that her nail will not grow in time for her prom which takes place next summer.

Q11 (b) Describe the process of keratinisation that occurs during nail growth.

UBT215M LO1	Answer	Total marks
Merit	1-2 marks for describing keratinisation Two key areas the learner must have within the description: <ul style="list-style-type: none"> the process of the cells dying and hardening these cells then flatten and form the nail plate 	2 marks

A junior nail technician will support the nail salon in its day to day running and at times be required to perform duties other than performing nail services.

The manager of the nail salon has requested a new display be created within the reception area.

Q12 (a) State three purposes of having displays within the salon environment.

UBT207M LO1	Answer	Total marks
Pass	<p>1 mark for each purpose stated - maximum of 3 marks Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • enhanced customer service, introduce existing customer to new product/services or new customers to existing product or services • creating a buzz - customers share the experience (rule of 3) • enhances retail opportunities • used to help gain a competitive advantage in the marketplace • peaks interest of consumers • can lead to increased profitability - more sales more often 	3 marks

Employers regularly set and review sales targets with their employees. All nail technicians are expected to work towards these targets when carrying out services on their clients and promote products and services.

Q13 (a) From the list of options, select the benefit to the client of promoting and selling products and services:

UBT203M LO1	Multiple Choice Question	Answer
A	increased profit for the salon	Incorrect answer because this is a benefit to the salon and not the client
B	optimum results will be seen	Correct answer because the client will maintain the effects of their service by using professional products and receiving professional treatments
C	promotes professionalism with the salon	Incorrect answer because this is a benefit to the salon and not the client
D	supports career development	Incorrect because this is a benefit to the nail technician not the client
E	nail technician will gain commission	Incorrect because this is a benefit to the nail technician not the client

Most correct answer

Least correct answer

B

C

D

E

A

<p>Ella has arrived at the salon to make an enquiry regarding nail enhancements. She would like to book in for a full set and is aware there are three different methods. She has requested further information on them before finalising her appointment.</p>		
<p>Q14 (a) Identify one advantage of each system used for nail enhancements.</p>		
<p>UBT224M UBT226M UBT225M LO2</p>	<p>Answer</p>	<p>Total marks</p>
<p>Pass</p>	<p>1 mark for each advantage identified Areas the candidate may discuss</p> <p>Gel: Liquid and powder systems are an excellent choice for individuals whose nails are naturally weak, cracked, brittle or otherwise damaged. Offers the client the ability to achieve a permanent French finish, it is a strong system when compared to other processes but is flexible, can achieve longevity of structure, natural looking. Any shape can be sculpted, powders come in different colours. Can be used in natural nail overlay, tip and overlay or free form sculpting application</p> <p>Liquid and Powder: Liquid and powder systems are an excellent choice for individuals whose nails are naturally weak, cracked, brittle or otherwise damaged. Offers the client the ability to achieve a permanent French finish, it is a strong system when compared to other processes but is flexible, can achieve longevity of structure, natural looking. Any shape can be sculpted, powders come in different colours. Can be used in natural nail overlay, tip and overlay or free form sculpting application</p> <p>Nail wrap: Wrap systems are an excellent choice for individuals whose nails are naturally weak, cracked, brittle or otherwise damaged. Wrap systems offer stability to the nail as well as an appearance of strength making application of nail enamel much easier by comparison</p>	<p>3 marks</p>
<p>Additional guidance</p>	<p>Learner must have one advantage for each system to gain full three marks</p>	

Section B

Ajay has attended the salon for a manicure and pedicure treatment. He is interested in having a deluxe treatment but would like guidance on which is most suitable for him.

After completing a nail and skin analysis of the hands and feet the following concerns are noted:

Ajay is a nail biter and his cuticles are thick and overgrown, he has a manual job which involves using his hands. This has resulted in dry skin around the nails and on his hands. He has some areas of hard skin on his palms too.

The skin condition on his feet is also dry and there is evidence of cracking on the heels. He doesn't use any products on his feet but applies cream to his hands when he remembers to do so.

Q15 (a) Create a suitable treatment plan for the client, justifying the reasons for the chosen techniques.

UBT196M and UBT197M LO2, LO3, LO4	Answer	Total marks
<p>Pass</p>	<p>1-4 marks for suitable treatment plan for the client Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • exfoliation to be used on the hands • focus on hard skin removal before clients feet are put into soak • file the hands where possible to remove any uneven edges that may catch • incorporate warm oil soak into the manicure • adapt timings to spend more time on cuticle work • incorporate paraffin wax treatment for manicure and pedicure • use heated mittens and booties for manicure and pedicure • use an intensive heel cream for the feet • buff finish to the nails to encourage growth and create shine • firm massage movements in both hands and feet 	<p>4 marks</p>

Merit	<p>1-4 further marks for suitable reasons for their chosen treatment plan Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • exfoliation to be used on the hands - to improve dryness and remove dead skin • focus on hard skin removal before clients feet are put into soak - before soaking makes the hard skin easier to remove and less likely to tear • file the hands where possible to remove any uneven edges that may catch - the client may be less likely to bite the nails • incorporate warm oil soak into the manicure - intensive treatment will help to soften and lift the overgrown cuticles • adapt timings to spend more time on cuticle work - as this is one of the main concerns and may take longer to improve them • incorporate paraffin wax treatment for manicure and pedicure - heat and paraffin wax will improve dry skin condition • use heated mittens and booties for manicure and pedicure - heat and masks will improve dry skin condition • use an intensive heel cream for the feet - to soften encourage the cracks to heal • buff finish to the nails to encourage growth and create shine - buff is a suitable finish for male and may encourage the client to stop biting due to the improvement of the appearance • firm massage movements in both hands and feet - client uses hands for work so there may be tension, deeper massage due to muscular tissue in males 	4 marks
Additional guidance	Learners must discuss treatment for manicure and pedicure. They cannot receive full marks for just creating a treatment plan for the hands or the feet	

Ajay has attended the salon for a manicure and pedicure treatment. He is interested in having a deluxe treatment but would like guidance on which is most suitable for him.

After completing a nail and skin analysis of the hands and feet the following concerns are noted:

Ajay is a nail biter and his cuticles are thick and overgrown, he has a manual job which involves using his hands. This has resulted in dry skin around the nails and on his hands. He has some areas of hard skin on his palms too.

The skin condition on his feet is also dry and there is evidence of cracking on the heels. He doesn't use any products on his feet but applies cream to his hands when he remembers to do so.

Q15 (b) Explain the consequences of not creating a suitable treatment plan to suit the client's needs.

UBT196M and UBT197M LO2, LO3, LO4	Answer	Total marks
Distinction	<p>1-2 marks for a suitable explanation of the consequences Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • client would be unsatisfied with their treatment as their needs were not met • the client may complain about the treatment • client may inform others of the poor treatment they received • negative advertising for the salon may lead to a drop in clients 	2 marks

Ashleigh is a regular client at the nail bar and has returned for a removal and another full set applied. The client record card has not been kept up to date and there is no information on the system and techniques previously used. She does not have a regular technician and is unsure what method has previously been used.

After the removal a nail analysis is completed, the client has a flat nail bed and short nail plate, there is some free edge but the natural nails are soft and fairly flexible. She would like a natural finish, with a shape that is practical.

Q16 (a) Identify a nail enhancement service for the client and justify the suitability of the techniques selected.

UBT224M UBT225M UBT226M LO2, LO3, LO4	Answer	Total marks
Distinction	<p>1 mark for identifying a suitable nail enhancement method</p> <ul style="list-style-type: none"> • nail wraps • gel • liquid and powder <p>1-3 further marks for justifying suitable techniques for the clients nail type and needs. Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • natural finish: use a nail wrap, gel or liquid and powder system. Completed with a 'French finish' for a natural effect • flat nail bed: do not use tips but use a free form liquid and powder application. Tips on a flat nail bed have difficulty adhering, so are not recommended. Using a free form system allows the technician to build the natural 'C' curve into the nail, adding stability, and the illusion of shape. Or select nail tips which have a flat curve to them, which should prevent lifting and adhere to the natural nail • short nail plate: use products and tools to push back excess cuticle. Using a liquid and powder system or gel to create a 'C' curve on a flat short nail to add the strength and stability often compromised on a short nail bed. Slightly lengthening the nail enhancement, elongating the pink area and reducing the white free edge giving the appearance of a more naturally balanced nail. 	<p>4 marks</p>

	<ul style="list-style-type: none"> soft and flexible natural nails: The use of gel, wrap or liquid and powder system kept relatively short will strengthen the natural nails. Shaping the nails in a 'squoval' shape with further add stability, balance and add to illusion of a longer nail plate. 	
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Ashleigh is a regular client at the nail bar and has returned for a removal and another full set applied. The client record card has not been kept up to date and there is no information on the system and techniques previously used. She does not have a regular technician and is unsure what method has previously been used.

After the removal a nail analysis is completed, the client has a flat nail bed and short nail plate, there is some free edge but the natural nails are soft and fairly flexible. She would like a natural finish, with a shape that is practical.

Q16 (b) Describe the steps a nail technician should take if a contra-action was to occur during the nail service.

UBT224M UBT225M UBT226M LO1	Answer	Total marks
Merit	<p>1-3 marks for suitable explanation of action to take Areas the candidate may discuss:</p> <ul style="list-style-type: none"> remove any product if an allergic reaction has occurred apply pressure to cuticle that may have been cut clean area and apply cold compress discontinue the service if the contra-action is severe record information on client records advise to seek medical advice if symptoms persist 	3 marks

Ashleigh is a regular client at the nail bar and has returned for a removal and another full set applied. The client record card has not been kept up to date and there is no information on what system she usually has and the techniques used. She does not have a regular technician and is unsure what method has previously been used.

After the removal a nail analysis is completed, the client has a flat nail bed and short nail plate, there is some free edge but the natural nails are soft and fairly flexible. She would like a natural finish, with a shape that is practical.

16 (c) Explain the importance of completing client records.

UBT224M UBT225M UBT226M LO1 UBT193M LO2	Answer	Total marks
Distinction	<p>1-3 marks for a suitable explanation of the importance of completing client records Areas the candidate may discuss:</p> <ul style="list-style-type: none"> insurance requirement: contains client signatures and confirmation of any pre-existing conditions before the treatment, evidence that contra-indication and client suitability check has been completed supports other nail technicians: informs them of any allergies or preferences the client may have, contains the client treatment history and products used 	3 marks

The manager of the nail salon has requested a promotion of nail art services to coincide with the local schools proms. Part of the promotion will involve a display of nail tips demonstrating the range of nail art techniques available and the colour selection.

The junior nail technician has been asked to create the display which should complement the prom theme.

Q17 (a) State four factors that should be considered when creating nail art designs.

UBT216M LO2	Answer	Total marks
<p>Pass</p>	<p>One mark for each factor identified – maximum four marks Areas the candidate may discuss</p> <ul style="list-style-type: none"> • Nail shape • Length of nail • Time restraints • Event • Characteristics of client • Nail condition • Lifestyle of client 	<p>4 marks</p>

The manager of the nail salon has requested a promotion of nail art services to coincide with the local schools proms. Part of the promotion will involve a display of nail tips demonstrating the range of nail art techniques available and the colour selection.

The junior nail technician has been asked to create the display which should complement the prom theme.

Q17 (b) Identify three appropriate techniques and explain their suitability for the prom theme.

UBT216M LO2, 3 and 4	Answer	Total marks
Pass	<p>1-3 marks for appropriate techniques identified - maximum of 3 marks</p> <ul style="list-style-type: none"> • colour blending • colour fading • marbling • painting - a range of nail art techniques which can include free hand, brushes, textured sponges and colour shapers to create different effects • dotting • embellishments - transfers (water release and self-adhesive) • glitter and glitter dust mixer • foils, foil adhesive and sealant • striping tape • wraps 	3 marks
Merit	<p>1-3 further marks for explaining how their chosen techniques suit the theme of prom</p> <p>Areas the candidate may discuss:</p> <ul style="list-style-type: none"> • colour blending/fading - can incorporate the colours within dresses to compliment whole outfit; colour fade is currently very popular • marbling - can incorporate the colours within dresses to complement whole outfit • painting - a range of techniques can be used to compliment the look and incorporate themes such as flowers, summer, and can be made personal to the client 	3 marks

	<ul style="list-style-type: none">• glitter - complement the dresses for proms as these are usually have gems and rhinestones within them	
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Internal Sample Assessment Material



Graded Synoptic Assessment – Assessor Pack

Qualification title	Level 2 Diploma in Nail Technology (Gel)
Qualification product code	BT2D3
Graded synoptic assessment code	BT2D3.SYN
Units covered	UCO34M – Health, safety and hygiene UBT193M – Consultation and client care UBT224M – Provide and maintain gel cured nail enhancement UBT214M – Gel polish applications UBT215M – Anatomy and physiology for nail technologists UBT203M – Promote and encourage beauty retail sales UBT207M – Display stock to promote beauty sales UBT208M – Process payment for beauty purchases
Series	Sample

What is in this pack?

- Instructions for assessors
- Client requirements
- Marking pack

Instructions for assessors

1. The purpose of the graded synoptic assessment is for learners to demonstrate that they can identify and use effectively, in an integrated way, an appropriate selection of skills, techniques, concepts, theories, and knowledge from a number of units from within the qualification.
2. The graded synoptic assessment is set by VTCT and requires learners to carry out a complete commercial service in a real or realistic working environment on a real and unfamiliar client, thus simultaneously drawing together a range of skills and

knowledge, and using them in an integrated way. Learners will provide a complete personalised bespoke nail service, whilst taking into account unpredictable, client-centred variable factors, which will mirror commercial practice in industry.

3. The complete service must be completed in a commercially acceptable time frame. Learners are permitted up to a **maximum of three hours and thirty minutes** to complete the service.
4. The Learner Pack details the services to be provided and includes a set of tasks, which specify the activities that need to be demonstrated.
5. Assessments must be conducted on real clients. It is the centres responsibility to source suitable clients. Learners must not be assessed on a client they have previously worked on – assessments on family members, friends and peers are strictly prohibited (see client requirements section for more information).
6. This graded synoptic assessment has been designed with employers and professional associations to reflect industry practice. It has also been informed by the experience and assets of WorldSkills International.
7. The information in this pack should be read in conjunction with the Learner Pack, the qualification specification and unit specifications, in particular the assessment requirements and assessment guidance sections.
8. Centres may involve industry practitioners or employers in the synoptic assessment process. For clarification on employer participation see the Technical Certificate Specification section 5.7 Meaningful employer involvement.

Scheduling the graded synoptic assessment

9. VTCT sets the graded synoptic assessment, which is changed annually. It is the responsibility of the centre to internally assess and internally quality assure the assessment, which is subject to external verification by VTCT.
10. Learners must complete the graded synoptic assessment towards the end of their learning programme; this might be in the final term or last third of the qualification.
11. Assessments should be conducted only when learners are suitably prepared for assessment. Centres may determine the precise timetabling of graded synoptic assessments to suit local needs.
12. Centres must produce and maintain an assessment plan which includes the graded synoptic assessment. VTCT EQAs will arrange with centres to conduct quality assurance visits to observe graded synoptic assessments, to quality assure the consistency of assessment decisions and that learner work is to the required national standard. VTCT will also conduct random spot-checking of graded synoptic assessments.

Preparing for the graded synoptic assessment

13. Centres must identify clients for the graded synoptic assessment. Potential clients must meet the specified client characteristics.
14. It is the responsibility of the centre to meet with potential clients at the centre to establish suitability and to meet the health and safety requirements for thermal, pressure and product sensitivity testing if applicable.

15. Clients deemed suitable must be provided with the date and time they are required to attend the centre for the graded synoptic assessment.
16. Learners must carry out their assessment on a new client, that is, one not previously worked on.

Conducting the graded synoptic assessment

17. *Time*: All services must be completed in a commercially acceptable time frame. Learners are permitted up to a **maximum of three hours and thirty minutes** to complete the service. The exact time taken must be documented.
18. *Environment*: Assessments must take place in a real or realistic working environment on a real client.
19. *Resources*: Learners must be given access to the full range of products, tools and equipment required to carry out all services within the graded synoptic assessment.
20. *Supervision/Authenticity*: The assessment must be supervised at all times by an assessor.
21. *Collaboration*: Whilst learners can work in groups to practise and prepare for this assessment, the graded synoptic assessment itself is an assessment of individual learner performance and does not permit collaboration or discussion between learners.
22. *Reflective discussion (optional)*: Reflective discussion provides a holistic approach to assessing learners' analytical and decision making abilities. In the marking pack, VTCT has provided a professional discussion template to assist assessors which may be used to capture the evidence that has not naturally occurred or been observed during the assessment. Reflective discussions must be recorded. There are various options for recording reflective discussions such as audio, video or paper-based recording.
23. *Feedback*: Learners must not be provided with feedback throughout the assessment. At the end of the assessment a provisional grade can be discussed with learners. Final results and grades can only be confirmed once internal verification and external verification has taken place, following VTCT's EQA visit.

Judging and grading the synoptic assessment

24. Learner performance must be internally assessed by centre staff.
25. The synoptic assessment is graded Fail, Pass, Merit or Distinction.
26. Assessors must observe learner performance and use the holistic rubric to assign a single grade based on an overall judgement of the complete service provided. Judgement is made against specified characteristics that define the Pass, Merit and Distinction grades.

Assessors must not attempt to assign a grade to each and every task, instead they must weigh up the strengths and weaknesses of the service provided as a whole and decide which grade best reflects the learner's overall performance.
27. Assessors must use the marking grid to record assessment decisions which include:

- the grade awarded
- justification for the grade awarded
- details of reference material or supporting evidence (i.e. treatment plans, consultation cards/records, client feedback or testimony etc.)

Internal quality assurance of the graded synoptic assessment

28. Centres must ensure the internal quality assurance and quality control of all learner assessment including reliability, validity, fairness and authenticity.
29. It is the responsibility of the centre to ensure that rigorous internal standardisation has taken place to ensure:
- the correct procedures relating to the delivery of the graded synoptic assessment are administered
 - the grading criteria and standard of evidence required by grade, is clearly understood
 - assessment decisions taken by different assessors (across sites, where applicable) are consistent, fair and reliable
30. Once learners have completed the graded synoptic assessment and grades have been determined, centres must internally quality assure a suitable sample of learner work. As a minimum, centre sampling must meet all criteria, which include:
- a minimum sample of 20 or the square root (whichever is the largest)
 - for cohorts below 20, a 100% sample is required
 - all assessors and internal verifiers, and all sites (where applicable).
 - learner work at all grades, including learner work which has been given a Fail grade
31. Centres must ensure that assessors have:
- applied grading criteria fairly and consistently across all learners

Internal quality assurance outcomes for the graded synoptic assessment, including changes to learner grades must be recorded and made available to the EQA

External quality assurance of the graded synoptic assessment

32. The graded synoptic assessment is subject to external quality assurance by VTCT. EQAs will schedule visits to observe graded practical assessments.
33. On a centre visit an EQA will:
- verify that appropriate staff and sufficient resources are in place, and that the centre is continuing to meet the criteria specified in the centre contract
 - check that the centre's policies and procedures, specifically those that relate to internal standardisation and record keeping, continue to meet VTCT's requirements
 - review the quality of meaningful employer involvement
 - in line with VTCT's sampling strategy, sample learner work to verify that it is to the required standard for a given grade, this includes observation of graded synoptic assessments
 - review evidence of the activities that have been undertaken to standardise assessments

- sample work and observe assessments at/from different sites if the centre operates at more than one location, from different centres and IQAs and at different stages of delivery. All samples are selected by the IQA
34. Centres must provide assessment plans to their EQA at the earliest possible opportunity, so that the EQA can plan to undertake visits that coincide with any practical assessments taking place at the centre so that external verification can take place.
 35. Random sampling is arranged between the centre and the EQA. The EQA will choose a sample of named learners to cover a variety of skills, knowledge, units and assessors. Through the sampling process the EQA will seek to assure that all assessment decisions made at the centre are consistent, fair, valid, and reliable. The EQA will also seek to confirm that all assessments conducted meet national standards.
 36. Depending on their findings, the EQA may take different courses of action; including agreeing an improvement plan and timeline for improvement with the centre, increasing the sample size which may result in a further quality assurance visit (chargeable to the centre) or sanctions may be applied in accordance with the VTCT Sanctions Policy.
 37. VTCT will conduct targeted and unannounced spot checks on centres. An EQA independent of the centre may visit a centre without prior notice to sample learner evidence, and observe graded synoptic assessments.
 38. In addition to the two normal EQA visits per year, targeted and unannounced spot checks of centres delivering this qualification will be undertaken as part of VTCT's formal quality assurance process. Spot checks are carried out by VTCT EQAs and will interrogate the delivery, assessment and internal quality assurance of the graded synoptic assessment.

The EQA conducting a spot check will:

- be independent of the centre
- ensure graded synoptic assessments are conducted appropriately and in line with VTCT procedures
- judge and grade learner performance in graded synoptic assessments alongside centre assessors to ensure the national standard is being achieved
- compare judgements between assessors to ensure grading criteria and characteristics are being consistently applied

VTCT will draw on centre assessment plans to conduct unannounced spot checks.

Submitting grades for the graded synoptic assessment

39. The centre should submit learner grades to VTCT using Linx2Online on the VTCT website.

Retaking the graded synoptic assessment

40. *Retakes for learners who have failed* - Learners who fail to reach the required Pass standard in the graded synoptic assessment, are permitted ONE retake opportunity after feedback and appropriate tuition have taken place. The assessment retake must be conducted with a different client, which will provide sufficient variation to the original assessment.

41. *Retakes for underperforming learners* - Learners who achieve the Pass standard or above but are deemed to have underperformed in the graded synoptic assessment, are permitted ONE retake opportunity. The assessment retake must be conducted with a different client, which will provide sufficient variation to the original assessment.

Evidence of underperformance must be recorded and retained by centres. Evidence may include grades achieved by learners in other assessments which demonstrate comparative underperformance. This evidence must be made available for external quality assurance.

Centre guidance

For this qualification, centres are required to inform the learners of the client requirements **one month** before the planned graded synoptic assessment.

Centres must identify suitable clients for the graded synoptic assessment. Centres may ask learners to identify suitable clients.

Client requirements

Clients must meet all of the following requirements:

- be 16 years or over
- not be contra-indicated for nail enhancements using light cured gel
- not be contra-indicated for gel polish application
- not be contra-indicated to manicure and pedicure services
- not be hypersensitive to heat or pressure
- be willing to have nail enhancements using light cured gel and gel polish application
- be willing to divulge relevant personal and medical details for the purpose of consultation
- be prepared for the treatment to be carried out by a learner unknown to them
- not have practitioner knowledge or experience
- provide consent to participate.

Marking pack

Learner name:	
Date:	
Graded synoptic assessment code:	BT2D3.SYN
Series:	Sample
Theme:	Provide a bespoke gel nail enhancement and gel polish service
Assessor name:	

Instructions

You (the assessor) must observe learner performance and use the holistic rubric to assign a single grade based on an overall judgement of the complete service provided.

You must not attempt to assign a grade to each and every task, instead you must weigh up the strengths and weaknesses of the service provided as a whole and decide on which grade best reflects the learners overall performance. Grade characteristics must not be used as a tick list.

You are required to justify the grade awarded.

Support and guidance

Prior to conducting graded synoptic assessments, you are strongly encouraged to attend an 'Establishing the Standard' workshop hosted by VTCT, to explore best practice in conducting graded synoptic assessments and in particular, correctly using the grading rubric.

For more information, visit the VTCT website (www.vtct.org.uk).

Holistic grading rubric

Use the grading rubric below to award the learner a grade for the synoptic assessment.

All or most of the characteristics must be achieved to award the given grade
Characteristics of a Pass
<p>The learner set their work area up independently and demonstrated satisfactory personal presentation including appropriate personal protective equipment. The learner demonstrated confident communication and behaviour using suitable consultation techniques to identify client needs and service options. The consultation included contra-indication check, medical history and client service objectives. The learner explained the service procedure to the client giving instruction on how to prepare for the service. The learner completed a nail analysis. The learner carried out a complete service without support using suitable methods and techniques for the client. The learner complied with health and safety guidelines and product instructions. The learner provided basic aftercare and homecare advice including a product recommendation. Throughout the treatment the learner maintained a clean, tidy work area and prepared for the next treatment.</p> <p>The learner demonstrated basic knowledge and understanding throughout the assessment and outlined the reasons for treatment choice and decisions made. The learner made suggestions for improvement to personal performance. Assessors may use the Professional Discussion Record provided to capture evidence that has not naturally occurred or been observed during the assessment.</p>
Characteristics of a Merit
<p>The learner demonstrated the use of effective consultation techniques using a range of open and closed questions to identify the client service objectives, contra-indication check and medical history. Visual aids were used to support the consultation process. The learner completed a nail analysis and considered other influencing factors when selecting the most appropriate products and application methods. The learner demonstrated positive communication and behaviour by ensuring a polite, friendly manner and positive body language. The learner provided a complete treatment which exceeded customer needs and expectations. The learner adjusted their communication techniques meeting individual client needs. The learner provided the agreed service which fully aligned with the consultation process.</p> <p>The learner managed materials, tools and equipment following employer guidelines whilst maintaining a safe working area. The learner managed the cost effectiveness of the service, minimised waste and adhered to environmental sustainability policies. The learner discussed suitable homecare and aftercare advice with the client, linking to client concerns. Professional products were recommended and the learner described their use and suitability for the client.</p> <p>The learner demonstrated sufficient knowledge and understanding throughout the assessment and described the reasons for service choice and decisions made. The learner identified areas for improvement to personal performance and how this could be achieved. Assessors may use the Professional Discussion Record provided to capture evidence that has not naturally occurred or been observed during the assessment.</p>
Characteristics of a Distinction
<p>The learner reflected on the individual needs and requirements of the client when completing the consultation and developing a service plan for the client. A detailed nail analysis was completed and the learner explained the reasons for the process. Visual aids</p>

were used to support the consultation process and service explanation. The learner used a communication strategy that was courteous, considerate and attuned to the clients responses, establishing a positive relationship with the client and excelling in customer service. The learner completed each part of the treatment with smooth transition, which fully aligned with the consultation and exceeded client expectations. The learner was flexible throughout the service and was responsive to the client's needs. The learner demonstrated creativity throughout the service and the techniques used were individually tailored to meet customer needs and requirements.

The learner was proactive and committed to following environmental sustainability procedures whilst demonstrating a strong commercial focus. The learner confidently demonstrated effective time management and optimal organisational skills throughout the service. The learner complied with employer expectations by explaining aftercare and homecare advice and actively recommended professional products for nail care. Clear links were made by the learner between the recommendations and the client's needs and concerns.

The learner demonstrated self-confidence, effective interpersonal and communication skills throughout all observed interactions. The learner demonstrated the ability to modify their techniques during the service to meet the client needs.

The learner demonstrated comprehensive knowledge throughout the assessment and justified the reasons for service choice and decisions made. The learner reflected on their personal performance, making recommendations on how they could improve and creating a realistic action plan to continue their development. Assessors may use the Professional Discussion Record provided to capture evidence that has not naturally occurred or been observed during the assessment.

Professional Discussion Record (optional)

Purpose:	<p>The professional discussion is a tool to support assessors in the grading of the synoptic assessment and for gaining clarification on areas that have not naturally occurred during the practical observation.</p> <p><i>This is not a compulsory part of the synoptic assessment</i></p>
Rationale:	<p><i>For example:</i></p> <p><i>Why did you perform your service in that sequence?</i></p>
Modifications:	<p><i>For example:</i></p> <p><i>How did you modify your communication to suit your client's needs?</i></p> <p><i>How did you modify the service to suit your client needs?</i></p>
Service Specific Questions:	<p><i>For example:</i></p> <p><i>How did you effectively prepare the natural nail for the services?</i></p>
Assessor name:	
IQA name: (if applicable)	
Learner Signature:	

Grading Decision

Duration of
assessment:

Grade
awarded:

Justification
for grade
awarded:

Reference
material /
supporting
evidence:

Assessor
name:

IQA name:

Graded Synoptic Assessment – Learner Pack

TO BE ISSUED TO LEARNERS AT THE START OF THE ASSESSMENT

Qualification title	Level 2 Diploma in Nail Technology (Gel)
Qualification product code	BT2D3
Graded synoptic assessment code	BT2D3.SYN
Series	Sample

What is in this pack?

- Instructions for learners
- Assessment brief

Instructions for learners

1. This graded synoptic assessment requires you to complete a commercial service on a new client to industry standard, in a commercially acceptable time frame. You have up to a **maximum of three hours and thirty minutes** to complete the service.
2. You are required to demonstrate knowledge, understanding and skills from across a range of mandatory units.
3. You will have access to the full range of products, tools and equipment required to carry out services.
4. You will be supervised by your assessor at all times.
5. You must not communicate or collaborate with other learners at any time throughout the assessment.
6. At the end of your assessment, your assessor may ask you a number of structured questions. You may be required to explain and reflect your choices and use of products, tools, equipment and techniques used throughout the service.
7. Your assessor will make an overall judgement of your performance and will award you with a grade of Fail, Pass, Merit or Distinction. You will not be issued with your

grade until a later time. This assessment is worth 20% of your overall qualification grade.

8. The assessment brief section details the theme of the service and the tasks you are required to undertake.

TO BE ISSUED TO LEARNERS AT THE START OF THE ASSESSMENT

Assessment brief

1. Service to be provided

You must provide a bespoke gel nail enhancement and gel polish service.

2. Time allocation

The total time allocated for this assessment is a **maximum of three hours and thirty minutes**.

3. What you must do

Tasks
1. Comply with health and safety standards throughout <ul style="list-style-type: none"> maintain a clean and tidy work area throughout the assessment
2. Plan, prepare and set up the work area with the resources to provide the service to be included.
3. Complete a thorough consultation and nail analysis to establish the service aims and objectives <ul style="list-style-type: none"> time allocated up to 30 minutes
4. Devise a personalised treatment procedure, incorporating the application of the two services to suit the needs of the client as established at consultation <ul style="list-style-type: none"> provide a full set of gel tip and overlays (120 minutes) provide a gel polish application to the toe nails (60 minutes) complete the service in a commercially acceptable time frame you have up to a maximum of three hours to complete the service
5. Provide the personalised service in line with the consultation and devised personal service procedures
6. Provide aftercare advice and recommendations
7. Complete post-service maintenance and maintain client records