

Cosmetology IV

Primary Career Cluster:	Human Services
Course Contact:	CTE.Standards@tn.gov
Course Code(s):	C19H21
Prerequisite(s):	<i>Cosmetology I</i> (C19H12), <i>Cosmetology II</i> (C19H14), and <i>Cosmetology III</i> (C19H13)
Credit:	1 credit for theoretical standards. 2 credits for all 24 standards (theoretical and practical).
Grade Level:	11-12
Focus Elective - Graduation Requirements:	This course satisfies one of three credits required for an elective focus when taken in conjunction with other Human Services courses.
POS Concentrator:	This course satisfies one out of two required courses to meet the Perkins V concentrator definition, when taken in sequence in the approved program of study.
Programs of Study and Sequence:	This is the fourth and final course in the program <i>Cosmetology</i> program of study.
Aligned Student Organization(s):	SkillsUSA: http://tnskillsusa.com/
Coordinating Work-Based Learning:	Teachers are encouraged to use embedded WBL activities such as informational interviewing, job shadowing, and career mentoring. For information, visit https://www.tn.gov/education/career-and-technical-education/work-based-learning.html .
Promoted Tennessee Student Industry Credentials:	Credentials are aligned with postsecondary and employment opportunities and with the competencies and skills that students acquire through their selected program of study. For a listing of promoted student industry credentials, visit https://www.tn.gov/education/career-and-technical-education/student-industry-certification.html
Teacher Endorsement(s):	561 and 781
Required Teacher Certifications/Training:	Tennessee Cosmetologist License and Tennessee Cosmetology Instructor License
Teacher Resources:	https://www.tn.gov/education/career-and-technical-education/career-clusters/cte-cluster-human-services.html Best for All Central: https://bestforall.tnedu.gov/

Course at a Glance

CTE courses provide students with an opportunity to develop specific academic, technical, and 21st century skills necessary to be successful in career and in life. In pursuit of ensuring every student in Tennessee achieves this level of success, we begin with rigorous course standards which feed into intentionally designed programs of study.

Students engage in industry relevant content through general education integration and experiences such as career & technical student organizations (CTSO) and work-based learning (WBL). Through these experiences, students are immersed with industry standard content and technology, solve industry-based problems, meaningfully interact with industry professionals, and use/produce industry specific, informational texts.

Using a Career and Technical Student Organization (CTSO) in Your Classroom

CTSOs are a great resource to put classroom learning into real-life experiences for your students through classroom, regional, state, and national competitions, and leadership opportunities. Below are CTSO connections for this course, note this is not an exhaustive list.

- Participate in CTSO Fall Leadership Conference to engage with peers by demonstrating logical thought processes and developing industry specific skills that involve teamwork and project management
- Participate in contests that highlight job skill demonstration; interviewing skills; community service activities, extemporaneous speaking, and job interview
- Participate in leadership activities such as Student2Student Mentoring, National Week of Service, Officer Training, and Community Action Project

For more ideas and information, visit Tennessee SkillsUSA at <http://www.skillsusatn.org/>

Using a Work-based Learning (WB) in Your Classroom

Sustained and coordinated activities that relate to the course content are the key to successful work-based learning. Possible activities for this course include the following. This is not an exhaustive list.

- Students will demonstrate all work-based learning activities through their work in the school's onsite barber shop or in the barber shop lab.

For more ideas and information, visit <https://www.tn.gov/education/career-and-technical-education/work-based-learning.html>.

Course Description

Cosmetology IV is the capstone course in the *Cosmetology* program of study intended to prepare students for careers in cosmetology by developing an understanding and practical skills in efficient and safe work practices, career and business analysis, advanced hair techniques and chemical services, and state board theoretical and practical application. Proficient students will have applied the full range of knowledge and skills acquired in this program of study toward experiences in practical applications of cosmetology practices as approved by the instructor. Laboratory facilities and experiences simulate those found in the cosmetology industry. Upon completion and acquisition of 1500 hours, students are eligible to take the Tennessee Board of Cosmetology Examination to attain a Tennessee Cosmetology License. Artifacts will be created for inclusion in a portfolio, which will continue throughout the full sequence of courses.

Program of Study Application

This is the final course in the *Cosmetology* program of study. Flexibility is built in to offer this course for either one or two credits, depending on school capacity and early postsecondary opportunities (i.e., dual enrollment or dual credit). For more information on the benefits and requirements of implementing these programs in full, please visit the Human Services website at <https://www.tn.gov/education/career-and-technical-education/career-clusters/cte-cluster-human-services.html>.

Recommended Credit

If offering *Cosmetology II* for 1 credit, follow Option A (theoretical standards). If the offering the course for 2 credits, follow Option B (theoretical and practical standards). If all standards in the course are covered, the course is recommended for two credits.

1 Credit – Option A

Content	Standards
Cosmetology Career & Business Analysis	1, 2, 3, 4, 5, 6
Safety, Sanitation, & Efficient Work Practices	7, 8
Advanced Properties & Procedure for Hair	9, 11, 12
Advanced Techniques in Chemical Services	16
State Board Theoretical & Practical Application	17, 18
Final Project	20

2 Credits – Option B

Credit	Standards
Cosmetology Career & Business Analysis	1, 2, 3, 4, 5, 6
Safety, Sanitation, & Efficient Work Practices	7, 8
Advanced Properties & Procedure for Hair	9, 10, 11, 12
Advanced Techniques in Chemical Services	13, 14, 15, 16
State Board Theoretical & Practical Application	17, 18, 19
Final Project	20

Course Standards

Cosmetology Career and Business Analysis

- 1.) Research and summarize in a clear and coherent informational artifact (e.g., brochure, poster, fact sheet, narrative, or presentation) all state laws and licensing procedures in the cosmetology field, including but not limited to the cosmetologist license, specialist licenses,

salon license, instructor license, and cosmetology school license.

- 2.) Work in a team to identify local area businesses and other entities that provide cosmetology services. Conduct phone or face-to-face interviews with a business to find out the specific services offered, fee structure, location(s) and hours, contact information and other information people seeking such services might require. As a class, compile a referral guide to cosmetology services in your area. Cosmetology services might include but are not limited to:
 - a. Haircutting
 - b. Coloring
 - c. Hair Styling
 - d. Manicures & Pedicures
 - e. Shampoo and Conditioning
 - f. Chemical Texture Services
 - g. Waxing
 - h. Applying makeup or eyelashes
- 3.) Write an informational guide for new cosmetology employees including the following topics. Cite your evidence and explain how these topics impact each other.
 - a. Importance and characteristics of professionalism
 - b. Developing relationships with clients and how to do so professionally
 - c. Forms of compensation
 - d. Effective ways to build a client base
 - e. Selling products and services
- 4.) Develop a personal graduation plan that includes steps to transition into postsecondary or into a salon or other cosmetology service. Explain the process for submission of hours to the Tennessee Cosmetology and Barbering Examiners and the detailed steps it will take to prepare and pass certification and become a licensed cosmetologist.
- 5.) Search for resumes of professional cosmetologists or other special cosmetology licensed professionals from websites of institutions, organizations, or professional networks. Discuss what is typically included in the resumes of professionals, compare and contrast several examples, and create a personal resume modeled after elements identified in the search. Explore the job market, research potential employers, write a cover letter for the specific career focus that is the best match for your skills for success, and organize your portfolio for employment. Practice the interview process using the employment portfolio.
- 6.) Conduct a research project on salon ownership and management of finances. Identify the responsibilities, functions, and processes and create a visual representation (e.g., presentation, poster, brochure, etc.) that incorporates the following components:
 - a. Describe the responsibilities, functions, and processes of salon ownership and management of finances.
 - b. Explain the concerns for salon environment (i.e., location, design, and atmosphere) and how the concerns impact the functions and processes.
 - c. Research the correlation between salon layout and effective salon management of employees.

- d. Create a budget for a salon owner, include all essential factors.

Safety, Sanitation, and Efficient Work Practices

- 7.) Identify safety hazards and demonstrate practices for safe working conditions. Accurately read, interpret, and demonstrate adherence to safety rules, including but not limited to rules pertaining to Occupational Safety and Health Administration (OSHA), Environmental Protection Agency (EPA) guidelines, and state and national code requirements to identify precautionary guidelines to prevent illness, communicable diseases and injuries. Be able to differentiate the rules and explain why particular rules apply. Incorporate safety procedures and complete a safety test with 100 percent accuracy; include exam in course portfolio.
- 8.) Evaluate and exhibit the following advanced techniques and concepts:
 - a. Proper set-up and operation of equipment and utilization of materials by mixing chemicals in appropriate proportions according to manufacturer's instructions.
 - b. Clean and maintain implements by using appropriately mixed chemicals and following the procedures for decontamination of tools.
 - c. Synthesize appropriate chemicals and perform disinfecting procedures.
 - d. Observe and identify hair, skin, nail, scalp and facial diseases and/or disorders. Follow safety and sanitary procedures and reference clients to doctors and/or use appropriate techniques.
 - e. Employ safe and sanitary hair removal procedures.

Advanced Properties and Procedures for Hair

- 9.) Distinguish between and classify the features behind each of the following concepts:
 - a. Risks and benefits of using specific techniques in the evaluation of clients' hair including but not limited to: scalp care, shampooing, conditioning, draping, sectioning, and specialized treatments.
 - b. Describe decisions behind the selection and maintenance of specific implements.
 - c. Demonstrate appropriate cosmetology posture and body positions while completing advanced haircutting and hairstyling techniques using the elements and principles of design.
- 10.) Validate your actions when using the texturizing processes within specific haircuts. Exhibit and explain the difference in texturizing techniques.
- 11.) Create an illustrative graphic of different braiding and braiding extension techniques, materials in extensions, and implements used in braiding. Analyze the correlation between braiding techniques and a client's hair type and texture, scalp condition, curl configuration, scalp abrasions, and hair thinning or balding. Classify textured sets and styles used in braiding natural curly hair. Demonstrate understanding of all braiding and braiding extension techniques.
- 12.) Research and summarize in an informative essay the rationale for cosmetologists to study wig and hair enhancements include the following discussion topics: the differences between

human hair and synthetic hair and categories of wigs and hairpieces and their uses. Include styling tips for clients related to categories of wigs, hairpieces, and extensions.

Advanced Techniques in Chemical Services

- 13.) Perform an effective consultation, hair analysis, and chemical texture service for a client. Write a reflection explaining the positive and negative outcomes of the consultation, analysis, and chemical texture service. Analyze concepts related to chemical textures services to demonstrate the following while adhering to all directions and safety procedures:
 - a. Perm techniques
 - b. Hair relaxing techniques
 - c. Curl re-forming (soft curl permanents)
- 14.) Evaluate concepts related to advanced haircoloring techniques and demonstrate proper procedures while adhering to all directions and safety procedures.
- 15.) Analyze, describe, and demonstrate the methods for highlighting, including common methods as well as specialized methods: ombre and balayage. Determine the differences between ombre and balayage.
- 16.) Investigate special challenges in specific hair colors and corrective solutions. Write an informative narrative including discussion on effective color correction, gray hair, damaged hair, red haircolor, brunettes, blondes, and other special conditions.

State Board Theoretical and Practical Application

- 17.) Summarize in a written, oral, or digital presentation (i.e. use of portfolio) exhibiting a thorough understanding of the following Tennessee Cosmetology Theoretical topics:
 - a. Sanitation, disinfection, and safety
 - b. Shampooing and conditioning hair
 - c. Haircutting and hair styling
 - d. Braids and braid extensions
 - e. Chemical texture services
 - f. Haircoloring
 - g. Skin care
 - h. Nail care
 - i. Licensing
- 18.) Write an essay that evaluates all factual information for sanitation and licensing as it relates to the cosmetology laws to prepare for the Tennessee Cosmetology Law Portion of the certification exam.
- 19.) Perform and practice the following portion of the Tennessee Cosmetology Practical Exam following the state mandated time:
 - a. Pre-exam set up and disinfection
 - b. Chemical services while using all proper safety criteria
 - Chemical service preparation

- Virgin lightener (on right front quadrant)
 - Color retouch (on right back quadrant)
 - Relaxer retouch using sodium hydroxide (on left back quadrant)
 - Virgin relaxer using sodium hydroxide (on left front quadrant)
- c. Remove product from mannequin
 - d. Ninety degree haircut of entire UNCUT, wet mannequin, leaving a minimum of four inches of hair on mannequin while following all safety criteria
 - e. Permanent waving service with five rods in the center back section of the head applies mock chemical waving solution (i.e. water) while following all safety criteria
 - f. Thermal hairstyling with three curls on top of mannequin while following all safety criteria
 - g. Finger wave with at least two pin curls on one quadrant of the mannequin while following all safety criteria
 - h. End of exam disinfection

Final Project

20.) Upon conclusion of the cosmetology program of study, produce a technology-enhanced presentation showcasing highlights, challenges, and lessons learned. Include career goals, plans for career and/or postsecondary, representations of all procedures and demonstrations.

The following artifacts will reside in the student's portfolio:

- State Law and Licensing Informational Artifact
- Cosmetology Local Services Referral Guide
- New Employee Guide
- Graduation Plan
- Cover Letter, Resume, and Updated Professional Portfolio
- Salon Management Artifact
- Safety Exam
- Braiding & Braiding Extensions Graphic
- Chemical Services Consultation Reflection
- Special Hair Color Challenges Narrative
- Revised Professionalism Rubric
- Revised Career Pathway Plan
- Revised Personal Design & Business Philosophy
- Final Presentation

Standards Alignment Notes

*References to other standards include:

- P21: Partnership for 21st Century Skills [Framework for 21st Century Learning](#)
 - Note: While not all standards are specifically aligned, teachers will find the framework helpful for setting expectations for student behavior in their classroom and practicing specific career readiness skills.