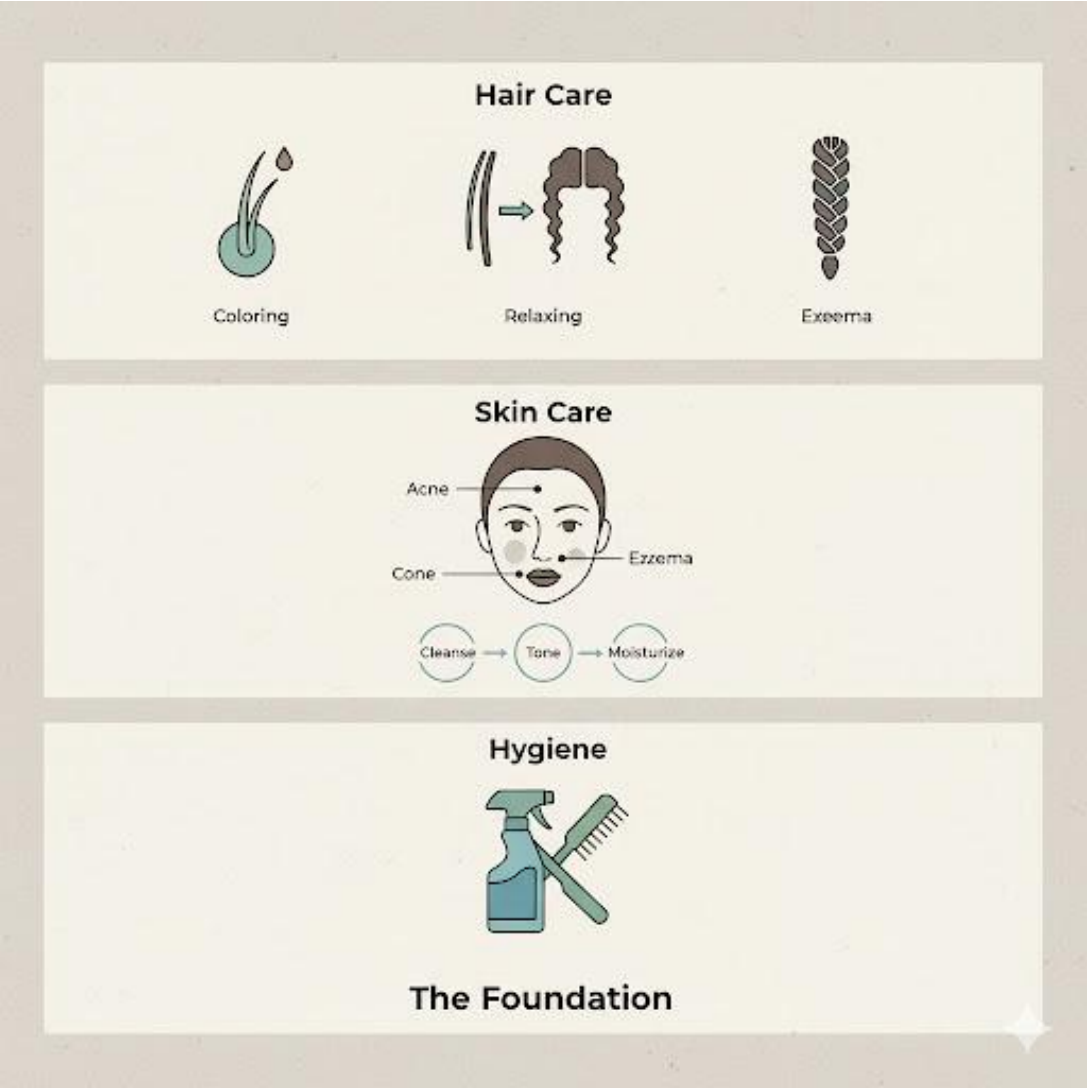
JSS 3 BEAUTY AND COSMETOLOGY LESSON NOTES

FIRST TERM

WEEK 1: REVIEW OF JSS 2 WORK



Content: (I) Hair and makeup recap.

Performance Objectives: By the end of this lesson, students should be able to:

1. Recall and discuss the key hair care techniques learned in JSS 2 (coloring, relaxing, plaiting).

2. Summarize the safety precautions for applying chemical-based products (relaxers, dyes).
3. Identify common skin types and disorders (acne, eczema).
4. List the basic steps of makeup application.
5. Explain the importance of hygiene and safety as the foundation of all cosmetology practices.

Lesson Content:

1. Comprehensive Review of JSS 2 Hair Care

- **Hair Plaiting and Weaving:**
    - **Principles:** Neatness, correct parting, and appropriate tension (not too tight to cause traction alopecia).
    - **Styles Recap:** Review of basic styles like box braids, cornrows, and twists.
- **Chemical Hair Services:**
    - **Hair Coloring:**
        - *Recap:* Meaning (altering the natural hair pigment), Tools (gloves, tint brush, bowl), and the critical importance of a **patch test** to check for allergies.
    - **Hair Relaxing:**
        - *Recap:* Meaning (chemically straightening curly hair), Types (lye vs. no-lye), and the step-by-step process (base cream, application, smoothing, rinsing, neutralizing).
    - **Safety (CRITICAL):** The non-negotiable rules for chemical services:

        1. Always wear gloves.
        2. Never apply relaxer to a sore or broken scalp.
        3. Always use a neutralizing shampoo to stop the chemical process.
        4. Rinse thoroughly if the product touches the skin or eyes.

2. Comprehensive Review of JSS 2 Skin & Makeup

- **Skin Care:**
    - **Skin Disorders:**
        - *Acne:* Blocked pores, pimples; managed by cleansing and non-comedogenic products.
        - *Eczema/Rashes:* Allergic or dry skin reactions; require gentle, hydrating products or medical referral.
    - **Products:** Recap of the three basic steps:

        1. **Cleanser:** Removes dirt and oil.
        2. **Toner:** Balances the skin's pH.
        3. **Moisturizer:** Hydrates and protects the skin.
- **Makeup & Nails:**
    - **Application:** Basic steps (skin prep, foundation, powder, simple eye/lip color).
    - **Nail Art:** Basic polish application and decorative techniques.
    - **Business:** Introduction to home-based beauty business ideas (e.g., weekend hair plaiting, nail polishing).

3. Foundation for JSS 3: Hygiene

- The most important lesson from JSS 2 is **hygiene**.
- **Recap:** All tools (combs, brushes, makeup applicators) must be cleaned (sanitized or disinfected) between clients to prevent the spread of infections, lice, and skin diseases. This principle is the foundation for all JSS 3 topics.

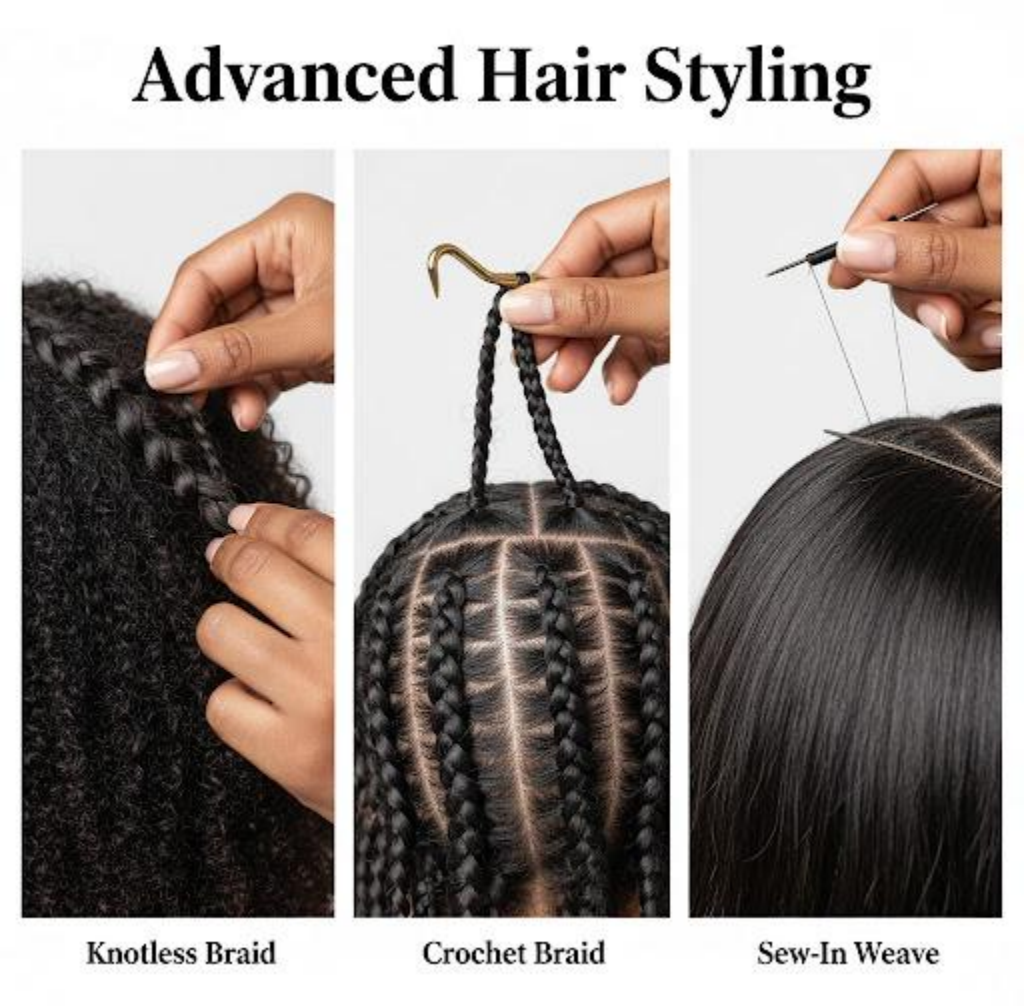
Evaluation:

1. What is the purpose of a "patch test" before hair coloring?
2. Why must you use a "neutralizing shampoo" after a relaxer?
3. What is the difference between acne and eczema?
4. What are the three basic steps of a skin care routine?
5. Why is it essential to clean your combs and brushes between clients?

Assignment:

1. In your own words, write down the five (5) most important safety rules for applying a hair relaxer.
2. List three (3) common hair plaiting styles.
3. What is the difference between a cleanser and a moisturizer?
4. What kind of business opportunities can a JSS 2 student start from home in cosmetology? (List 3).
5. What do you think is the most important skill you learned in JSS 2 cosmetology, and why?

WEEK 2: ADVANCED HAIR STYLING



Content: (I) Braiding (II) Fixing and extensions (III) Theory & demonstration.

Performance Objectives: By the end of this lesson, students should be able to:

1. Differentiate between braiding, fixing, and hair extensions.
2. Describe the steps for at least two advanced braiding techniques (e.g., knotless braids, crochet braids).
3. Explain the "sew-in" method of fixing hair extensions.
4. Identify different types of extension materials (synthetic, human hair).

5. Demonstrate (or assist in) the correct sectioning of hair for advanced styling.

Lesson Content:

1. Definitions

- **Braiding:** The art of weaving three or more strands of hair together to create a pattern or "plait."
- **Hair Extensions:** Bundles of synthetic or human hair (wefts or bulk) that are added to a person's natural hair to add length, volume, or color.
- **Fixing (Weave-on):** The process of *attaching* hair extensions (wefts) to the natural hair, most commonly by sewing them onto a cornrow base.

2. Braiding Techniques (Theory & Demonstration)

- **Recap:** Traditional "box braids" (which start with a knot at the base).
- **Advanced Technique 1: Knotless Braids**
    - **Description:** This is a modern, popular technique that is gentler on the scalp.
    - **Process:**
        1. Section the hair as usual.
        2. Start the braid with the client's *natural hair only* for the first 3-4 links.
        3. Begin "feeding in" small pieces of the extension hair, strand by strand, into the natural braid.
        4. Continue adding small pieces until the full thickness is achieved, then braid down to the end.
    - **Benefit:** No knot at the base, leading to less tension, no "bumps," and a more natural, flat look.
- **Advanced Technique 2: Crochet Braids**
    - **Description:** A fast method where pre-braided or pre-twisted extensions (called "crochet hair") are looped onto a cornrow base.
    - **Process:**
        1. Plait the client's natural hair into flat, neat cornrows (e.g., all back).

2. Take a crochet latch hook and slide it *under* the cornrow.
3. Hook a piece of the crochet hair (which is folded) onto the latch hook.
4. Close the latch and pull the hair *under* the cornrow, creating a loop.
5. Pull the "tails" of the hair through the loop and tighten to form a knot.

- **Benefit:** Very fast installation (1-2 hours) and minimal tension.

3. Fixing Techniques: The "Sew-In" Weave (Theory & Demonstration)

- **Description:** A method of attaching wefts (hair sewn onto a "track") to the head.
- **Process:**
  1. **Foundation:** Braid the client's natural hair into a very flat, secure cornrow pattern. The pattern must follow the desired style.
  2. **Leave-Out:** (Optional) A small section of the client's own hair at the top or perimeter is left *out* of the braids to cover the tracks later.
  3. **Sewing:**
     - Use a curved "C-style" needle and strong weaving thread.
     - Start at the nape (bottom) and sew the hair weft directly *onto* the cornrow base.
     - Stitch neatly, ensuring the weft is secure but not pulling the braid too tightly.
     - Continue in rows, working up the head.
  4. **Closure:** At the top, a "closure piece" (a special hairpiece) can be used, or the tracks can be sewn in a circular pattern and closed.
  5. **Styling:** Cut, style, and blend the "leave-out" hair to cover the tracks.

4. Hair Extension Materials

- **Synthetic Hair:** Made of plastic/kanekalon fibers.
  - *Pros:* Cheap, holds its style (e.g., pre-curled), wide variety of colors.
  - *Cons:* Cannot be heat-styled (melts), tangles easily, looks less natural.
- **Human Hair:** Real hair collected from a donor.

- *Pros:* Looks and feels 100% natural, can be dyed, relaxed, and heat-styled (curled or flat-ironed).
- *Cons:* Very expensive, requires more care (washing, conditioning).

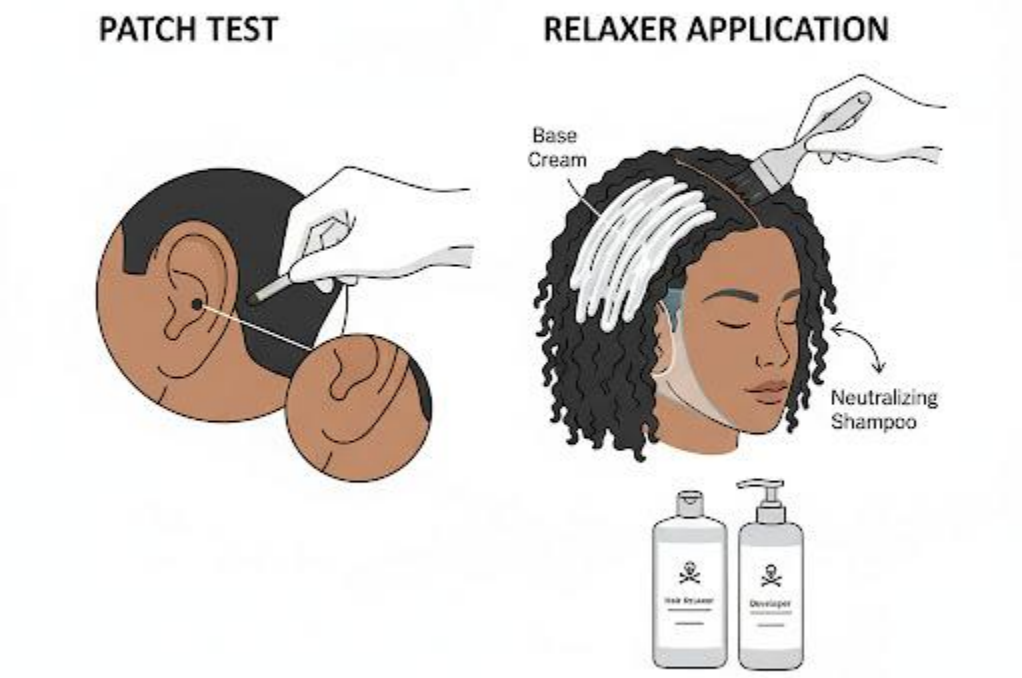
Evaluation:

1. What is the main difference between "braiding" and "fixing"?
2. Explain the process of "knotless braids." Why are they popular?
3. What tool is essential for "crochet braids"?
4. What is the "foundation" for a sew-in weave?
5. What is the main difference between synthetic and human hair extensions?

Assignment:

1. Define Braiding, Fixing, and Hair Extensions.
2. In your own words, describe the step-by-step process for a "sew-in" weave.
3. What are the *advantages* and *disadvantages* of the crochet braiding technique?
4. What is "leave-out," and what is its purpose?
5. Go to a salon or watch a video. Find one *new* braiding style (other than knotless or crochet) and write down its name.

WEEK 3: HAIR COLORING AND RELAXING



Content: (I) Steps, products, and safety measures.

Performance Objectives: By the end of this lesson, students should be able to:

1. Differentiate between permanent, semi-permanent, and temporary hair color.
2. List the full set of tools and products needed for hair coloring.
3. Explain the "Patch Test" and "Strand Test" and state their importance.
4. Describe the step-by-step application of a lye or no-lye relaxer.
5. List five (5) critical safety measures for any chemical service.

Lesson Content:

1. Hair Coloring

- **Definition:** The process of using chemical (dyes) or natural (henna) products to change the color of the hair.
- **Types of Hair Color:**
    1. **Temporary:** Sits *on top* of the hair shaft (e.g., colored sprays, chalk). Washes out in 1 shampoo.
    2. **Semi-Permanent:** *Stains* the outer layer (cuticle) of the hair. No peroxide. Lasts 4-12 shampoos.
    3. **Permanent:** Uses a chemical developer (like peroxide) to *open* the cuticle and deposit the color *inside* the cortex (Week 2, Term 1). It is permanent and must grow out.
- **Tools & Products:**
    - Products: Hair color (dye), developer (peroxide), gloves, barrier cream (Vaseline).
    - Tools: Non-metallic bowl, tint brush, applicator bottle, clips, cape.
- **Safety & Preliminary Tests (CRITICAL):**
    0. **Patch Test:**
        - *Purpose:* To check for *allergies* to the dye. Must be done 24-48 hours *before* the service.
        - *Method:* Apply a small dot of the dye mixture (color + developer) behind the client's ear or on their inner elbow. Let it dry. If it turns red, itches, or swells, **DO NOT PROCEED.**
    1. **Strand Test:**
        - *Purpose:* To check the *result* (what the final color will look like) and the *condition* of the hair (will it break?).
        - *Method:* Mix a small amount of dye and apply it to a hidden strand of hair. Check it every 5 minutes until the desired color is reached.

2. Hair Relaxing (Texturizing)

- **Definition:** The chemical process of breaking the hair's internal protein bonds (disulfide bonds) to permanently *straighten* kinky or curly hair.
- **Types of Relaxer:**
    1. **Lye Relaxer (Sodium Hydroxide):** Very strong, fast-acting. "Base" (barrier cream) *must* be applied to the scalp. Typically used by professionals.
    2. **No-Lye Relaxer (Calcium/Guanidine Hydroxide):** Milder, slower-acting. Often sold in kits for home use. Can be more *drying* on the hair, so deep conditioning is essential.
- **Step-by-Step Application (Demonstration):**
    1. **Preparation:** Do not shampoo hair for 3-5 days before. Comb out all tangles.
    2. **Base the Scalp:** Apply a barrier cream (Vaseline or "base cream") to the *entire scalp*, hairline, and tops of the ears to prevent chemical burns.
    3. **Put on Gloves:** This is non-negotiable.
    4. **Application:**
        - Start at the *back* of the head (the most resistant part).
        - Apply the relaxer 1/2 inch *away* from the scalp (to the "new growth" only, if it's a re-touch).
        - Work quickly and neatly, section by section, moving to the front.
    5. **Smoothing:** Go back through the sections and use the *back* of your comb (or your gloved fingers) to gently "smooth" the hair straight. Do *not* pull or comb through.
    6. **Processing:** Follow the time on the box (e.g., 15-20 minutes). *Never* leave it on longer.
    7. **Rinsing:** Rinse *thoroughly* with warm (not hot) water until the water runs 100% clear.
    8. **Neutralizing (CRITICAL):**
        - Apply a **Neutralizing Shampoo**. This shampoo is special; it *stops* the chemical process.
        - Lather and rinse at least 2-3 times. Some neutralizers have a "color indicator" (e.g., turn pink) if any relaxer is still in the hair.

9. **Conditioning:** Apply a deep conditioner (see Week 4) to restore moisture and protein.

Evaluation:

1. What is the purpose of a "patch test"?
2. What is the difference between temporary and permanent hair color?
3. Why is it important to "base the scalp" before applying a lye relaxer?
4. What is the *most* important step *after* rinsing out a relaxer?
5. What happens if you use a metal bowl to mix hair color? (It can react with the chemicals and alter the color).

Assignment:

1. Define Permanent Color, Semi-Permanent Color, and Temporary Color.
2. Explain the difference between a "Patch Test" and a "Strand Test."
3. List all the tools and products you would need to apply a hair relaxer.
4. Write the step-by-step application process for a hair relaxer (in your own words).
5. What are three (3) critical safety rules to follow for *any* chemical service (coloring or relaxing)?

WEEK 4: HAIR TREATMENT



Content: (I) Deep conditioning (II) Scalp care.

Performance Objectives: By the end of this lesson, students should be able to:

1. Explain the purpose of "deep conditioning."
2. Differentiate between a "protein treatment" and a "moisture treatment."
3. Describe the steps for a "hot oil treatment."
4. Explain the importance of scalp care.
5. List two (2) common scalp problems and their remedies.

Lesson Content:

1. What is Hair Treatment?

- **Definition:** Hair treatments are special services or products designed to *repair damage*, *restore health*, and *improve the condition* of the hair and scalp.
- **Need:** Hair becomes damaged from chemicals (relaxers, dyes), heat (flat irons, blow-dryers), and environmental stress. These treatments fix that damage.

2. Deep Conditioning

- **Definition:** A "deep conditioner" is a thick, rich cream (a "mask") with concentrated ingredients. It is left on the hair for an extended period (15-30 minutes), often with *heat* (e.g., under a steamer or plastic cap), to allow it to penetrate *deep* into the hair shaft (cortex).
- **Types of Deep Conditioners (DC):**
    1. **Moisture Treatments:**
        - *Purpose:* To treat hair that is **dry, brittle, and stiff**.
        - *Key Ingredients:* Humectants (like glycerin, aloe vera) and emollients (like shea butter, coconut oil, argan oil).
        - *Result:* Soft, flexible, and hydrated hair.
    2. **Protein Treatments:**
        - *Purpose:* To treat hair that is **weak, limp, "mushy" (when wet), and breaking**. This is common *after* a relaxer or bleach.
        - *Key Ingredients:* Hydrolyzed proteins (keratin, collagen, silk, wheat).
        - *Result:* Strengthened hair, rebuilt bonds, and less breakage. (Note: Too much protein can make hair *stiff*, so it must be balanced with moisture).

3. Hot Oil Treatments (A Type of Moisture Treatment)

- **Definition:** A hot oil treatment uses natural oils (like coconut, olive, argan, or castor oil) that are *gently heated* and applied to the hair and scalp.
- **Process (Demonstration):**

1. **Heat Oil:** Place a bowl of oil (e.g., coconut oil) in a larger bowl of hot water. *Never* microwave it (it can get too hot and burn the scalp).
2. **Apply:** Section the hair and apply the *warm* (not hot) oil from the scalp all the way to the ends.
3. **Massage:** Gently massage the scalp to stimulate blood flow (see section 4).
4. **Cover & Wait:** Cover the hair with a plastic cap. The body's natural heat trapped inside will help the oil penetrate. Wait 20-30 minutes.
5. **Rinse:** Rinse, then shampoo and condition as normal.

- **Benefits:** Adds intense moisture, improves shine, nourishes the scalp.

4. Scalp Care

- **Importance:** A healthy "plant" (hair) must grow from healthy "soil" (scalp). You cannot have healthy hair if your scalp is unhealthy.
- **Common Scalp Problems & Remedies:**
    1. **Dandruff (Pityriasis):**
        - *What it is:* An overgrowth of a natural yeast (fungus) on the scalp, causing *flaking, itching,* and *oily scales*.
        - *Remedy:* Use a medicated "anti-dandruff" shampoo (with ingredients like ketoconazole or zinc pyrithione).
    2. **Dry Scalp:**
        - *What it is:* The scalp is *dry* (lacks oil), just like dry skin. It causes *small, white, dry flakes* and tightness. (Often confused with dandruff).
        - *Remedy:* Use less-drying shampoos. Apply light, natural oils (like argan or jojoba oil). Perform a hot oil treatment.
    3. **Scalp Massage:**
        - *Technique:* Using the *pads* of the fingers (not the nails), apply gentle, circular motions all over the scalp.
        - *Benefits:* Increases blood circulation (brings nutrients to the hair follicle), loosens dead skin cells, and is very relaxing for the client.

Evaluation:

1. What is the purpose of "deep conditioning"?
2. When would you recommend a "protein treatment" for a client?
3. When would you recommend a "moisture treatment"?
4. Why should you *not* microwave oil for a hot oil treatment?
5. What is the difference between "dandruff" and "dry scalp"?

Assignment:

1. Define Deep Conditioning, Hot Oil Treatment, and Scalp Massage.
2. What is the difference between a protein treatment and a moisture treatment?
3. Explain, step-by-step, how to perform a hot oil treatment.
4. Why is scalp care important for healthy hair growth?
5. What are the benefits of a scalp massage?

WEEK 6: TYPES OF HAIR AND THEIR CARE



Content: (I) Straight, curly, and kinky hair maintenance.

Performance Objectives: By the end of this lesson, students should be able to:

1. Identify the four main hair types (Type 1, 2, 3, 4).
2. Describe the characteristics of Type 1 (Straight) hair.
3. Describe the characteristics of Type 2 (Wavy) and Type 3 (Curly) hair.
4. Describe the characteristics of Type 4 (Kinky/Coily) hair.
5. Explain the different care routines required for Type 1 vs. Type 4 hair.

Lesson Content:

1. The Hair Typing System Hair is generally classified into four types based on its *curl pattern*. This system helps us understand what a client's hair needs.

- **Type 1:** Straight
- **Type 2:** Wavy
- **Type 3:** Curly
- **Type 4:** Kinky / Coily (These are further divided into A, B, C based on the *tightness* of the curl, e.g., 3A, 4B, 4C).

2. Understanding the Hair Types

- **Type 1: Straight Hair**
  - **Description:** Has no natural curl. The hair shaft is straight from root to tip.
  - **Characteristics:**
    - **Sebum:** The scalp's natural oil (sebum) travels *very easily* down the straight shaft.
    - **Result:** This hair gets *oily* very quickly. It is very *shiny* but lacks *volume*.
  - **Care Routine:**
    - **Challenge:** Managing oil.
    - **Solution:** Needs to be shampooed frequently (maybe every 1-2 days). Use *light* conditioners and "volumizing" products. Avoid heavy oils and butters, as they will weigh the hair down.
- **Type 2: Wavy Hair**
  - **Description:** Has a "S" shape. It is *between* straight and curly.
  - **Characteristics:**
    - **Sebum:** Oil travels down, but *slower* than Type 1.
    - **Result:** The roots can get oily, but the *ends* can be dry. Prone to *frizz*.
  - **Care Routine:**
    - **Challenge:** Fighting frizz and defining the waves.
    - **Solution:** Use light gels or mousses. Do not shampoo daily. "Co-wash" (washing with conditioner only) is a good option.

- **Type 3: Curly Hair**
    - **Description:** Has a defined, springy, "corkscrew" or "ringlet" shape.
    - **Characteristics:**
        - **Sebum:** Oil has a *hard time* traveling down the spiral.
        - **Result:** This hair is naturally *dry, fragile,* and prone to *frizz* and *breakage*.
    - **Care Routine:**
        - **Challenge:** Maintaining moisture and preventing breakage.
        - **Solution: "Moisture is everything."** Use "sulfate-free" shampoos (which don't strip oils). Deep condition regularly (Week 4). Use "leave-in" conditioners and gels to define the curls. *Never* brush when dry (causes frizz/breakage).
- **Type 4: Kinky / Coily Hair (Most common West African hair type)**
    - **Description:** Has a very tight "Z" or "S" pattern. The coils are small and tight.
    - **Characteristics:**
        - **Sebum:** Oil can *barely* travel down the hair shaft at all.
        - **Result:** This is the *most fragile* and *driest* hair type, even though it looks strong. It has high *shrinkage* (it looks much shorter than it is).
    - **Care Routine:**
        - **Challenge:** Preventing extreme dryness, breakage, and tangles.
        - **Solution:**
            1. **Moisture:** Use heavy creams, butters (shea butter), and oils (castor oil).
            2. **Low Manipulation:** Use "protective styles" (like braids, twists) to protect the ends.
            3. **Gentle Detangling:** *Only* detangle when wet and full of conditioner, using fingers or a wide-tooth comb, working from *ends to root*.
            4. **Washing:** Shampoo very gently and infrequently (e.g., once a week or two). "Co-washing" is essential.

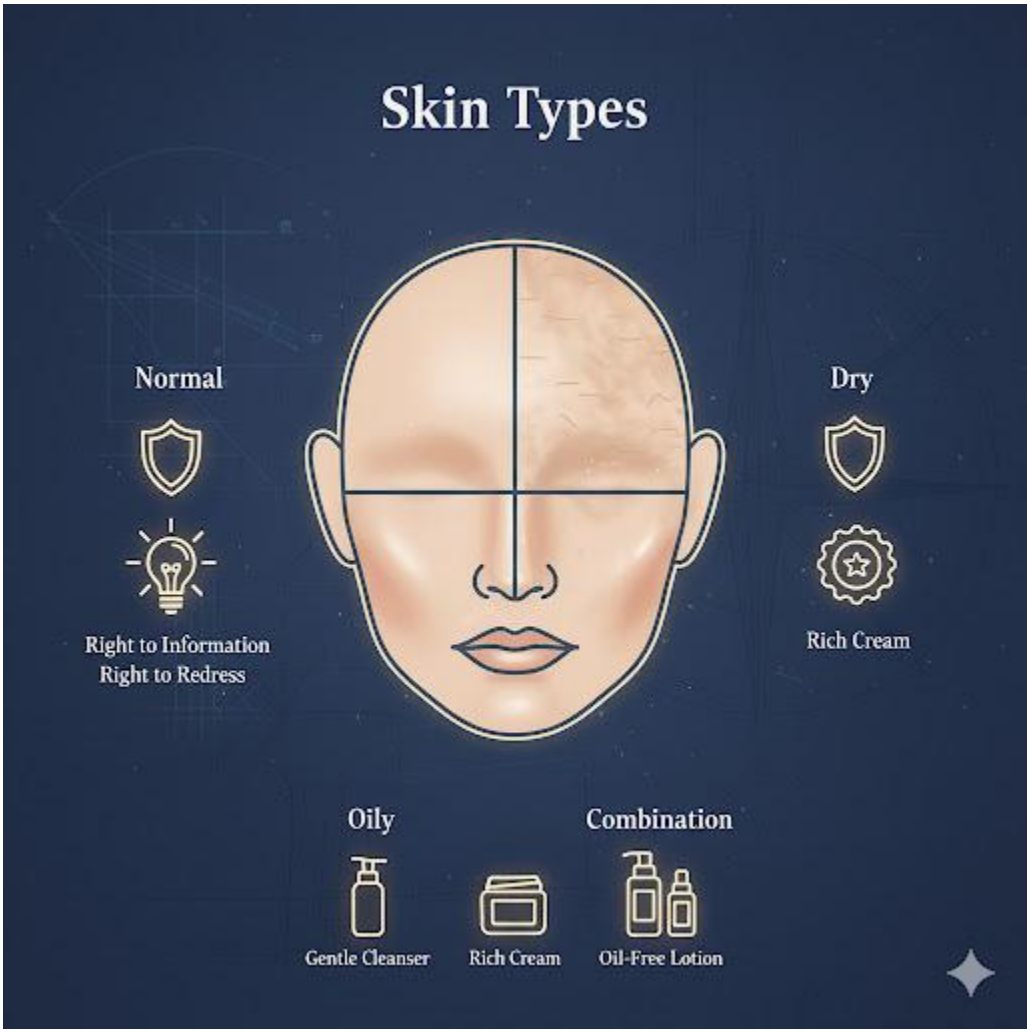
Evaluation:

1. What are the four main types of hair?
2. Which hair type gets oily the *fastest*, and why?
3. Which hair type is the *most fragile* and *driest*, and why?
4. What is "shrinkage" in relation to Type 4 hair?
5. Why should you never brush Type 3 (curly) hair when it is dry?

Assignment:

1. Describe the four hair types (1, 2, 3, 4) in your own words.
2. What is "sebum," and how does it affect Type 1 vs. Type 4 hair?
3. What is a "protective style," and why is it recommended for Type 4 hair?
4. What is "co-washing," and which hair types benefit from it most?
5. Identify your own hair type (or a family member's). Based on the lesson, what is the *best* care routine for it?

WEEK 8: SKIN TYPES



Content: (I) Oily, dry, normal, and combination skin.

Performance Objectives: By the end of this lesson, students should be able to:

1. Explain how to identify a person's skin type.
2. Describe the characteristics of "Normal" skin.
3. Describe the characteristics and care routine for "Dry" skin.
4. Describe the characteristics and care routine for "Oily" skin.
5. Describe the characteristics and care routine for "Combination" skin.

Lesson Content:

1. What Determines Skin Type? A person's skin type is determined by the amount of **sebum** (natural oil) their sebaceous glands produce. This affects the skin's texture, appearance, and needs.

2. How to Identify Skin Type (The "Wash Test")

1. Wash your face with a gentle, basic cleanser.
2. Pat it dry with a clean towel.
3. Do *not* apply any products (no toner, no moisturizer).
4. Wait for 30-60 minutes.
5. Observe your skin in a mirror.
    - *Feels tight and flaky?* → **Dry**
    - *Looks shiny all over?* → **Oily**
    - *Shiny on T-Zone (forehead, nose, chin) but cheeks feel fine/dry?* → **Combination**
    - *Feels comfortable, hydrated, and looks balanced?* → **Normal**

3. The Skin Types and Their Care

- **A. Normal Skin**
    - **Characteristics:** "Balanced." Not too oily, not too dry. Pores are small. Skin texture is smooth. Very few blemishes.
    - **Care Routine:** This is the easiest skin to care for.
        - **Goal:** Maintain its balance.
        - **Products:** Gentle cleanser, hydrating toner, light moisturizer.
- **B. Dry Skin (Alipidic Skin)**
    - **Characteristics:** "Lacks Oil." Produces *less* sebum than normal.
    - *Feels:* Tight, rough, itchy, or flaky.
    - *Looks:* Dull, "ashy," matte. Pores are invisible.
    - *Problem:* Shows fine lines and wrinkles *earlier* in life.
    - **Care Routine:**
        - **Goal:** Add oil (lipids) and water (hydration).
        - **Products:**

        - **Cleanser:** Use a *creamy* or *milky* cleanser (no foam).
        - **Toner:** Use a *hydrating* toner (alcohol-free).
        - **Moisturizer:** Use a *heavy, rich cream* or *oil* (e.g., shea butter, face oils) to lock in moisture.
- **C. Oily Skin**
    - **Characteristics:** "Excess Oil." Produces *too much* sebum.
    - *Feels:* Greasy, slick.
    - *Looks:* Shiny all over (cheeks, nose, forehead).
    - *Problem:* **Large, visible pores.** Prone to **acne (pimples), blackheads, and whiteheads** because the excess oil traps dirt and bacteria.
    - **Care Routine:**
        - **Goal:** Control oil and prevent breakouts *without* drying the skin.
        - **Products:**
            - **Cleanser:** Use a *foaming* or *gel* cleanser.
            - **Exfoliate:** (See Week 9) Use a BHA (salicylic acid) to clean *inside* the pores.
            - **Moisturizer:** This is a *myth-buster*. Oily skin *still needs* a moisturizer. Use a *lightweight, oil-free, non-comedogenic* (won't clog pores) lotion. If you dry it out, it will produce *even more* oil.
- **D. Combination Skin**
    - **Characteristics:** This is the *most common* skin type. It is a *mix* of two types.
    - *Looks:* Oily **T-Zone** (forehead, nose, chin).
    - *Looks:* Normal or Dry **Cheeks**.
    - **Care Routine:**
        - **Goal:** "Treat the zones." You treat the oily parts like oily skin and the dry parts like dry skin.
        - **Products:** Use a gentle cleanser all over. Use a lightweight moisturizer on the T-Zone, but you might use a *richer cream* on the cheeks.
- **Note: "Sensitive Skin"** is a *condition*, not a type. Any type (dry, oily, etc.) can be sensitive (gets red, itchy, or irritated easily).

Evaluation:

1. What is "sebum"?
2. Describe the "Wash Test" for finding your skin type.
3. Which skin type is characterized by large pores and is prone to acne?
4. Which skin type feels tight and flaky?
5. What is "Combination Skin," and what is the "T-Zone"?

Assignment:

1. Describe the four main skin types in your own words.
2. Perform the "Wash Test" on yourself tonight. What do you think your skin type is, and why?
3. A client has oily skin and says, "I don't use moisturizer because it makes me oilier." Explain to them why this is a mistake.
4. What does "non-comedogenic" mean?
5. What is the main goal when caring for *dry* skin? What is the main goal when caring for *oily* skin?

WEEK 9: FACIAL TREATMENT PROCEDURES



Content: (I) Cleansing, exfoliation, and massage.

Performance Objectives: By the end of this lesson, students should be able to:

1. List the basic steps of a professional facial.
2. Differentiate between "cleansing" and "double cleansing."
3. Differentiate between "physical exfoliation" and "chemical exfoliation."
4. Describe the purpose and benefits of a facial massage.
5. Demonstrate the correct order of a facial treatment.

Lesson Content:

1. What is a Facial?

- **Definition:** A facial is a multi-step, professional skin treatment for the face.
- **Purpose:** To cleanse, exfoliate, and nourish the skin, promoting a clear, well-hydrated complexion and helping the client relax.

2. Basic Steps of a Professional Facial

1. **Preparation:** Consult with the client (check for allergies, skin type). Sanitize your hands. Secure the client's hair with a headband.
2. **Step 1: Cleansing**
    - **Purpose:** To remove makeup, dirt, and oil from the surface of the skin.
    - **Double Cleansing:**
        - *Cleanse 1 (Oil-based):* Use an oil or balm cleanser to *dissolve* and remove stubborn makeup, sunscreen, and oil.
        - *Cleanse 2 (Water-based):* Use a gel, cream, or foam cleanser (suited to their skin type) to wash the *skin itself*.
    - **Method:** Apply cleanser to damp skin, use gentle circular motions, and remove with a warm, damp towel or sponges.
3. **Step 2: Exfoliation**
    - **Purpose:** To remove the *top layer of dead skin cells*. This "unclogs" pores, improves skin texture, and allows other products to penetrate better.
    - **Types:**
        - **Physical Exfoliation:** Uses a "scrub" (with grains like sugar or Jojoba beads) or a tool (like a brush) to *manually scrub* off dead skin.
        - **Chemical Exfoliation:** Uses acids (like Glycolic or Salicylic acid) or enzymes (from fruit) to *dissolve* the "glue" that holds dead skin cells together. (This is often in a mask or peel).
4. **Step 3: (Optional) Steam & Extraction**
    - A warm steam machine is used to soften the skin and oil in the pores.
    - The esthetician (skin therapist) can then *gently* extract (squeeze out) blackheads. (This should *not* be done by untrained students).

5. **Step 4: Massage**
    - **Purpose:** To relax the client and stimulate blood circulation in the face.
    - **Method:** Using a special "slip" product (like a massage oil or cream), perform a series of gentle, relaxing strokes.
    - **Basic Movements (Effleurage):** Gentle, stroking movements. Always massage *upwards and outwards* (against gravity).
6. **Step 5: Mask**
    - **Purpose:** To apply a concentrated treatment. The type of mask depends on the skin type.
    - *Oily Skin:* A **clay mask** (to absorb oil).
    - *Dry Skin:* A **cream mask** (to hydrate).
7. **Step 6: Finishing Products**
    - **Order:**

1. **Toner:** To balance the skin's pH.
2. **Moisturizer:** To hydrate.
3. **Sunscreen (SPF):** (CRITICAL if it is daytime). A facial makes the skin *very sensitive* to the sun.

Evaluation:

1. What is the purpose of a facial?
2. What is "double cleansing"?
3. What is the difference between physical and chemical exfoliation?
4. Why is a "clay mask" good for oily skin?
5. What is the *most* important product to apply at the *end* of a daytime facial?

Assignment:

1. List the 6 main steps of a professional facial, in the correct order.
2. Define Exfoliation. Why is it an important step?
3. What are the benefits of a facial massage?

4. What is the difference between a "cleansing" step and a "mask" step?
5. A client has dry, flaky skin. What kind of *cleanser* (e.g., foaming or cream) and what kind of *mask* (e.g., clay or cream) would you choose for them?

WEEK 10: INTRODUCTION TO MAKEUP PRODUCTS



Content: (I) Foundation, concealer, and powder.

Performance Objectives: By the end of this lesson, students should be able to:

1. Identify and state the function of Foundation.
2. Identify and state the function of Concealer.
3. Identify and state the function of Powder (setting and finishing).
4. Differentiate between foundation and concealer.
5. Explain the importance of "skin prep" before applying any makeup.

Lesson Content:

1. The Foundation of Makeup: Skin Prep

- You cannot have good makeup without good *skin care*. The "canvas" must be prepared.
- **Skin Prep:** Before *any* makeup, the face must be:
    1. **Cleansed**
    2. **Toned**
    3. **Moisturized** (This is essential. It makes the makeup blend smoothly).
    4. **(Optional) Primed:** A "primer" is a product that creates a smooth base for the foundation to "stick" to.

2. The "Base Products"

- **A. Foundation**
    - **Purpose:** This is the *foundation* of the look. Its job is to **unify** and **even out** the entire skin tone. It creates *one* smooth color base for the face.
    - **Forms:**
        - *Liquid:* Most common, good for all skin types.
        - *Cream:* Heavier coverage.
        - *Powder:* (e.g., "Two-way-cake"). Good for oily skin.
    - **Choosing a Shade:** The shade must *match* the client's skin tone *exactly*. Test the color on the **jawline**, not the hand.
    - **Coverage:**
        - *Light Coverage:* Evens out skin, but freckles still show.
        - *Full Coverage:* Hides all blemishes and discoloration.
- **B. Concealer**
    - **Purpose:** This is a *high-coverage* product used for **spot treatment**. Its job is to **conceal** (hide) specific problems.
    - **Uses:**

1. **To Cover Blemishes:** A concealer that *matches* the skin tone is dotted *only* on the pimple.

2. **To Brighten:** A concealer that is 1-2 shades *lighter* than the skin is used under the eyes (to hide dark circles) and on the "high points" of the face (bridge of the nose, center of forehead) to *highlight*.

- **Foundation vs. Concealer:**
    - *Foundation* is for *all over* the face (to even the tone).
    - *Concealer* is for *specific spots* (to hide or brighten).

- **C. Powder**
    - **Purpose:** To **"set"** the liquid/cream products (foundation, concealer). It *locks them in place*, *removes shine* (mattifies), and makes the makeup last all day.
    - **Forms:**

0. **Setting Powder (Loose Powder):**
    - A very fine, loose powder (often "translucent" - no color).
    - Its only job is to *set* the makeup and *control oil*. It is applied heavily and then dusted off (a technique called "baking").
1. **Finishing Powder (Pressed Powder):**
    - A solid, pressed compact (like the kind you carry in a handbag).
    - It has *color* and *coverage*.
    - It is used for "touch-ups" during the day or as a very light foundation on its own.

Evaluation:

1. What are the three essential "skin prep" steps before makeup?
2. What is the main purpose of "foundation"?
3. What is the main purpose of "concealer"?
4. Why is it better to test a foundation shade on the *jawline* instead of the hand?
5. What is the purpose of "setting powder"?

Assignment:

1. Define Foundation, Concealer, and Setting Powder.

2. What is the difference between foundation and concealer?
3. What is the difference between a "setting powder" and a "finishing powder"?
4. Explain the two (2) main ways a concealer is used (to cover and to brighten).
5. Why is "skin prep" (moisturizing) so important, even for oily skin?

WEEK 11: SAFETY IN MAKEUP APPLICATION



Content: (I) Hygiene in handling products and brushes.

Performance Objectives: By the end of this lesson, students should be able to:

1. State the importance of hygiene in makeup application.
2. List three (3) diseases/infections that can be spread by dirty makeup tools.
3. Describe the correct way to clean makeup brushes.
4. Explain the "No Double-Dipping" rule for client-based makeup.
5. Explain why sharing personal makeup (like mascara) is dangerous.

Lesson Content:

1. The Importance of Makeup Hygiene

- Makeup products (especially liquids and creams) and the tools (brushes, sponges) that touch our faces are *warm, moist* environments. This makes them a *perfect* breeding ground for **bacteria, fungi, and viruses**.
- **The Risk:** Using dirty tools or products can easily transfer these germs from one person to another (or even re-infect yourself).

2. Dangers of Poor Hygiene (What can you spread?)

1. **Acne:** Bacteria (P. acnes) from one person's pimple can be transferred via a dirty brush, causing breakouts on another person.
2. **Conjunctivitis ("Pink Eye"):** A highly contagious viral or bacterial infection of the eye. This is easily spread by sharing *mascara, eyeliner,* or *eyelash curlers*.
3. **Herpes Simplex Virus (Cold Sores):** This virus is spread through saliva and direct contact. It is easily spread by sharing *lipstick, lip gloss,* or *lip liners*.
4. **Staph Infections (Staphylococcus):** A dangerous bacteria that can live on brushes. If it enters a small cut (like from a pimple), it can cause a serious skin infection (boils).

3. Safety Rules for Personal Makeup (At Home)

1. **Wash Your Hands:** *Always* wash your hands before touching your face or your makeup products.
2. **DO NOT SHARE:** Never, ever share your "WET" products. This includes:
    - *Mascara*
    - *Eyeliner (liquid or pencil)*
    - *Lipstick / Lip Gloss*
    - *Cream products (in a pot)*
3. **Wash Your Brushes:** Clean your personal brushes at least once every 1-2 weeks.
4. **Check Expiration Dates:** Yes, makeup expires. Old, expired makeup (especially mascara, which expires in 3-6 months) is full of bacteria.

4. Safety Rules for Professional Makeup (With Clients) When you are a *makeup artist* (MUA) working on *clients*, the rules are much stricter. You must assume *every* client has an infection.

- **Rule 1: Hand Hygiene.**
    - You must *visibly* **sanitize your hands** in front of the client *before* you touch their face.
- **Rule 2: Sanitize Your Tools (Between *Every* Client).**
    - **Brushes/Sponges:** Must be *deep-cleaned* after every client.
        1. Wash with a special brush soap or baby shampoo.
        2. Lather and rinse until the water runs clear.
        3. Squeeze out water, reshape, and lay flat to dry.
    - **Metal Tools (Tweezers, scissors):** Must be disinfected with alcohol or a sterilizing solution.
- **Rule 3: NO "DOUBLE-DIPPING" (Critical).**
    - You must *never* let the product (which you will use on *another* client) touch the *current* client's skin.
    - **How to do it:**
        - **Liquid Foundation:** Pour a small amount onto a clean, *metal palette* (or your sanitized hand). Apply from the palette, *not* the bottle.
        - **Cream Lipstick:** Use a clean metal spatula to *scrape* some lipstick onto your palette. Apply with a *disposable* brush.
        - **Mascara:** Use a *disposable* mascara wand for every single dip. *Never* use the wand from the tube on a client's eye.
        - **Pencils (Eyeliner):** Must be *sharpened* before *every* use (this removes the old, used layer).

Evaluation:

1. Why is a makeup brush a perfect breeding ground for bacteria?

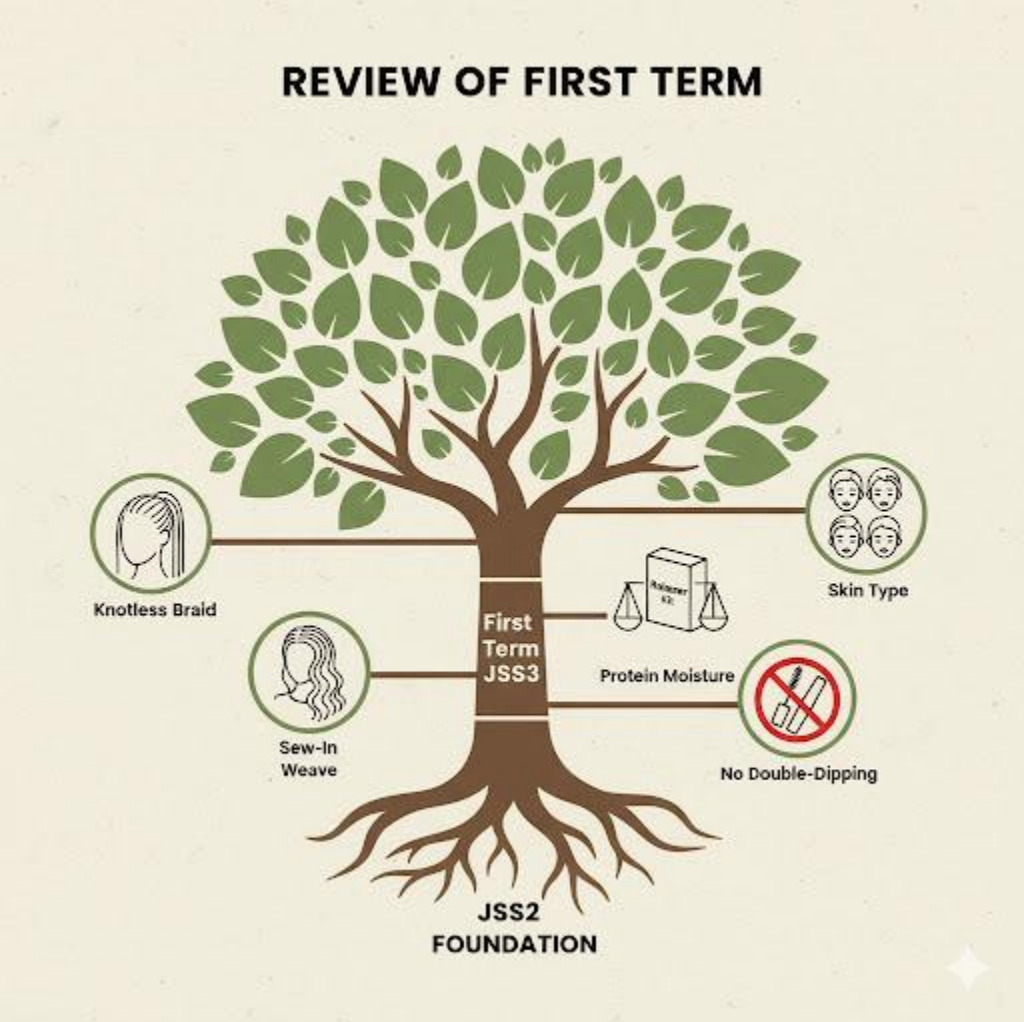
2. What is "Conjunctivitis" (Pink Eye), and what makeup product is most likely to spread it?
3. What is the "No Double-Dipping" rule?
4. How should a professional makeup artist (MUA) apply lipstick to a client safely?
5. Why is it dangerous to share your personal mascara with a friend?

Assignment:

1. List three (3) infections that can be spread by sharing makeup.
2. Describe the step-by-step process for deep-cleaning your makeup brushes.
3. What does a professional MUA do if they have to apply mascara to 5 different clients? (They must use 5 *new*, disposable wands).
4. Why is it safer for an MUA to "scrape" cream products onto a palette?
5. Go through your personal makeup bag. Find one (1) product that is expired or you have shared. Write it down and explain the safety rule you will follow from now on.

SECOND TERM - JSS 3 BEAUTY AND COSMETOLOGY LESSON NOTES

WEEK 1: REVIEW OF FIRST TERM



Content: (I) Recap on advanced styling and skincare.

Performance Objectives: By the end of this lesson, students should be able to:

1. Recall and discuss the advanced styling techniques learned (knotless braids, sew-in weaves).
2. Summarize the key safety tests for chemical services (patch test, strand test).
3. Explain the difference between protein and moisture hair treatments.
4. List the four main skin types and their primary characteristics.
5. Summarize the steps of a professional facial and the "No Double-Dipping" rule for makeup hygiene.

Lesson Content:

1. Comprehensive Review of JSS 3 First Term Hair Care

- **Advanced Styling:**
    - **Braiding:** Recap of "Knotless Braids" (feeding in hair *after* the braid starts) and "Crochet Braids" (using a latch hook on a cornrow base).
    - **Extensions:** Differentiating between *Synthetic* (plastic, melts with heat) and *Human Hair* (can be styled, more expensive).
    - **Fixing:** The "Sew-In Weave" process (foundation, sewing, closure, blending).
- **Chemical Services:**
    - **Coloring:** The 3 types (Temporary, Semi-Permanent, Permanent). The two critical tests: **Patch Test** (for allergies, 24-48 hours before) and **Strand Test** (to check the final color result).
    - **Relaxing:** The 2 types (Lye vs. No-Lye). The critical steps: **Basing the scalp** (with Vaseline) and **Neutralizing** (with a special shampoo to stop the chemical process).
- **Treatments:**
    - **Deep Conditioning:** Restoring hair health.
    - **Protein Treatment:** For *weak, breaking, mushy* hair (rebuilds structure).
    - **Moisture Treatment:** For *dry, brittle, stiff* hair (restores softness).
    - **Scalp Care:** Importance of a healthy "soil" (scalp) for healthy "plants" (hair).

2. Comprehensive Review of JSS 3 First Term Skin & Makeup

- **Skin Care:**
    - **Skin Types:** Identifying **Normal** (balanced), **Dry** (lacks oil, flaky), **Oily** (excess oil, large pores, acne-prone), and **Combination** (oily T-Zone, dry cheeks).
    - **Facial Procedures:** The 6 main steps: Preparation, Cleansing (double-cleanse), Exfoliation (physical vs. chemical), Massage, Mask (clay for oily, cream for dry), and Finishing (toner, moisturizer, SPF).

- **Makeup & Hygiene:**
    - **Base Products: Foundation** (evens tone), **Concealer** (hides spots/brightens), **Powder** (sets liquids, controls shine).
    - **Safety (CRITICAL):** The "No Double-Dipping" rule to prevent cross-contamination.
    - **Dangers:** Spreading infections like **Conjunctivitis** (Pink Eye) from mascara and **Herpes** (Cold Sores) from lipsticks.
    - **Sanitation:** Deep-cleaning brushes (soap and water) and sanitizing tools (alcohol) between *every* client.

Evaluation:

1. What is the main difference between a "knotless braid" and a "crochet braid"?
2. Why do you perform a "patch test" *before* coloring, and a "strand test" *during* coloring?
3. A client has dry, brittle hair. What kind of deep conditioner do they need (Protein or Moisture)?
4. A client has an oily "T-Zone" but dry cheeks. What is their skin type?
5. What is the "No Double-Dipping" rule, and why is it important?

Assignment:

1. In your own words, describe the "sew-in" weave process from foundation to styling.
2. Explain the steps for applying a hair relaxer, focusing on the two most important safety steps.
3. List the 6 steps of a professional facial in the correct order.
4. What is the difference between Foundation and Concealer?
5. List three (3) infections that can be spread by poor makeup hygiene.

WEEK 2: ADVANCED SKIN TREATMENT



Content: (I) Steaming (II) Exfoliation (III) Herbal masks.

Performance Objectives: By the end of this lesson, students should be able to:

1. Explain the purpose and benefits of facial steaming.
2. State the safety precautions for using a facial steamer.
3. Differentiate between physical, chemical, and enzyme exfoliation.
4. Formulate a simple, natural (herbal) mask for a specific skin type.
5. Describe the steps for applying and removing a facial mask correctly.

Lesson Content:

1. Facial Steaming

- **Definition:** Facial steaming is the process of using warm, moist vapor (steam) to open the pores and prepare the skin for a facial.
- **Benefits:**

1. **Opens Pores (Dilates Follicles):** The warmth softens the hardened oil (sebum) and debris trapped inside pores, making blackheads easier to extract.
2. **Increases Circulation:** The heat widens blood vessels, bringing more blood (and oxygen/nutrients) to the skin's surface, which gives a healthy glow.
3. **Hydrates:** Steam adds moisture to the skin's surface.
4. **Improves Product Absorption:** Clean, open pores can absorb the products (masks, moisturizers) applied later more effectively.

- **Safety Precautions:**
    - Keep the steamer nozzle at a safe distance (at least 25-30 cm) from the client's face to prevent burns.
    - Do not steam for too long (5-10 minutes is usually enough).
    - Do not use steam on clients with *very sensitive skin, rosacea,* or *severe acne*, as the heat can make inflammation worse.
    - Ensure the client keeps their eyes *closed*.

2. Exfoliation (In-depth) (Recap from Term 1, Week 9)

- **Purpose:** To remove the outermost layer of dead skin cells (the *stratum corneum*).
- **Types of Exfoliation:**
    1. **Physical (Mechanical):** Uses friction to scrub off dead skin.
        - *Examples:* Face scrubs (with sugar, salt, or jojoba beads), brushes (like a Clarisonic or a local sponge).
        - *Best for:* Normal or Oily skin. (Can be too harsh for dry/sensitive skin).
    2. **Chemical:** Uses acids to dissolve the "glue" holding dead cells together.
        - *Examples:* **AHAs** (Alpha-Hydroxy Acids) like **Glycolic Acid** (good for sun damage, anti-aging) and **Lactic Acid** (good for dry skin). **BHAs** (Beta-Hydroxy Acids) like **Salicylic Acid** (good for oily/acne-prone skin because it cleans *inside* the pore).
    3. **Enzymatic:** A gentler form of chemical exfoliation. It uses natural fruit enzymes to "digest" dead skin.

        - *Examples:* **Papain** (from Papaya/Pawpaw), **Bromelain** (from Pineapple).
        - *Best for:* Sensitive skin that cannot handle acids or scrubs.

3. Herbal Masks (Natural Formulations)

- **Definition:** A mask made from natural, household, or herbal ingredients, designed to treat a specific skin condition.
- **Application Process:**
    1. Apply the mask to a clean, exfoliated face, using a fan brush or clean fingers.
    2. *Avoid* the delicate eye area and the lips.
    3. Leave on for 10-15 minutes (or until dry, for clay masks).
    4. Remove gently with warm water and a soft towel.
    5. Follow immediately with toner and moisturizer.
- **Simple Herbal/Natural Mask Recipes:**
    - **For Oily/Acne-Prone Skin (Oil-Absorbing):**
        - *Recipe:* 2 teaspoons of **Bentonite Clay** (or *Nzu* - Kaolin Clay) + 1 teaspoon of **Honey** (antibacterial) + enough **Water** (or apple cider vinegar) to make a paste.
    - **For Dry/Dull Skin (Hydrating & Brightening):**
        - *Recipe:* 1 tablespoon of **Plain Yoghurt** (contains lactic acid) + 1 teaspoon of **Honey** (hydrating) + 1 teaspoon of **Turmeric powder** (brightening).
    - **For Sensitive Skin (Soothing):**
        - *Recipe:* 2 tablespoons of **Oatmeal** (finely ground) + 1 tablespoon of **Mashed Banana** or **Aloe Vera Gel**.

Evaluation:

1. List three (3) benefits of using a facial steamer.
2. What is one major safety rule for facial steaming?

3. What is the difference between "physical" and "chemical" exfoliation?
4. What is the key ingredient in a good mask for *oily* skin?
5. What is the key ingredient in a good mask for *dry* or *dull* skin?

Assignment:

1. Define Facial Steaming and list 3 safety precautions.
2. What is an "enzyme" exfoliant? Give one example (e.g., from a fruit).
3. Why is Salicylic Acid (a BHA) a good exfoliant for acne-prone skin?
4. Choose one skin type (dry or oily). Formulate a simple, 3-ingredient herbal mask for it, and explain why you chose each ingredient.
5. What is the correct way to apply and remove a facial mask? (e.g., areas to avoid).

WEEK 3: MAKEUP PRODUCTS AND THEIR FUNCTIONS



Content: (I) Uses of concealer, powder, lipstick, and eyeliner.

Performance Objectives: By the end of this lesson, students should be able to:

1. Recall the functions of foundation, concealer, and powder (from Term 1).
2. Explain the "highlighting" and "contouring" functions of concealer.
3. Identify and state the functions of eyeliner (pencil, liquid, gel).
4. Identify and state the functions of lipstick (matte, satin, gloss).
5. Apply these products in the correct order for a simple makeup look.

Lesson Content:

This lesson expands on Term 1 (Week 10) by focusing on "color" and "definition" products.

1. Review of Base Products:

- **1. Primer:** (Optional) Creates a smooth, long-lasting base.
- **2. Foundation:** Evens out the *entire* skin tone.
- **3. Concealer:** Used for two main jobs:
    - **a) Concealing (Spot Treatment):** A concealer that *matches* the skin tone is used to cover pimples or dark spots.
    - **b) Highlighting (Advanced):** A concealer that is 1-2 shades *lighter* than the skin is applied to the "high points" of the face (under the eyes, bridge of the nose, center of forehead) to *bring them forward* and brighten.
- **4. Powder:** "Sets" the liquid/cream products to make them last and control shine.

2. Defining Products (Color & Shape)

- **A. Eyeliner**
    - **Purpose:** To define, shape, and enhance the eye. It is applied along the lash line.
    - **Forms:**
        - **Pencil Liner:** Easiest to use, good for beginners. Can be smudged for a "smoky" look.
        - **Liquid Liner:** A liquid with a fine brush. Creates a sharp, precise, dramatic line (like a "cat eye"). It is difficult to use.
        - **Gel Liner:** A cream in a pot, applied with a separate brush. A mix between pencil and liquid.
- **B. Lipstick / Lip Products**
    - **Purpose:** To add color, moisture, and definition to the lips.
    - **Forms:**
        - **Lip Liner (Pencil):** Used *first* to outline the shape of the lips. This prevents the lipstick from "bleeding" and helps it last longer.
        - **Lipstick (Bullet/Stick):** The traditional form.

        - **Liquid Lipstick:** Applied with a wand, dries down completely.
        - **Lip Gloss:** A liquid used to add *high shine* (can be clear or colored).
    - **Finishes:**
        - **Matte:** No shine. Very flat, long-lasting, but can be drying.
        - **Satin/Cream:** A soft, slight shine. Comfortable to wear.
        - **Glossy:** High shine. Very hydrating, but not long-lasting.

3. Basic Application Order

1. **Skin Prep:** (Cleanse, Tone, Moisturize)
2. **Base:** Primer → Foundation → Concealer (for highlighting/blemishes)
3. **Set:** Setting Powder (especially under the eyes and on the T-Zone).
4. **Eyes:** Eyebrows → Eyeshadow → **Eyeliner** → Mascara
5. **Face:** (Bronzer/Contour) → Blusher
6. **Lips:** Lip Liner → **Lipstick** → Lip Gloss (optional)
7. **Finish:** (Setting Spray - optional)

Evaluation:

1. What are the *two* main functions of concealer?
2. What is the main difference in the *look* of a liquid liner vs. a pencil liner?
3. What is the purpose of a "lip liner"?
4. What is the difference between a "matte" lipstick and a "glossy" lipstick?
5. In a full makeup application, what do you apply first: Eyeliner or Foundation?

Assignment:

1. Define Foundation, Concealer, Eyeliner, and Lipstick.
2. A client wants a very sharp, dramatic "cat eye." What type of eyeliner (pencil, liquid, or gel) should you use?
3. A client has very dry lips but wants a long-lasting look. What would you recommend? (e.g., Use a lip liner, a satin lipstick, and no gloss).

4. Explain the concept of "highlighting" with a lighter concealer. Which parts of the face would you apply it to?
5. List the 7 main steps of a full makeup application in the correct order (from Skin Prep to Finish).

WEEK 4: HAIRDRESSING TOOLS



Content: (I) Care and maintenance of hair equipment.

Performance Objectives: By the end of this lesson, students should be able to:

1. Categorize hairdressing tools into (a) Manual and (b) Electrical.
2. Describe the function of at least five (5) manual tools.
3. Describe the function of at least three (3) electrical tools.
4. Explain the "Sanitation" and "Disinfection" procedures for tools.
5. Demonstrate the proper maintenance (cleaning, oiling) of a pair of clippers.

Lesson Content:

1. Categories of Hairdressing Tools

- **A. Manual Tools (Non-Electrical):**
    1. **Combs:**
        - *Rat-tail Comb:* For parting and sectioning.
        - *Wide-tooth Comb:* For detangling wet or curly hair.
        - *Cutting Comb:* For holding hair during a haircut.
    2. **Brushes:**
        - *Paddle Brush:* For smoothing and detangling straight hair.
        - *Round Brush:* Used *with* a blow-dryer to create volume and curls.
        - *Tint Brush:* For applying relaxers and hair color.
    3. **Cutting Tools:**
        - *Shears (Scissors):* For cutting hair. Must be kept sharp.
        - *Thinning Shears:* Have "teeth" to *remove bulk* without cutting length.
    4. **Accessories:**
        - *Clips (Sectioning Clips):* To hold hair out of the way while working.
        - *Applicator Bottle:* For applying shampoo or oils to the scalp.
        - *Non-metallic Bowl:* For mixing chemicals.
        - *Cape:* To protect the client's clothes.
- **B. Electrical Tools (Heat/Motor):**
    1. **Blow-dryer (Hand-dryer):** Uses heat and high-speed air to dry hair. Often used with a round brush or "comb" attachment.
    2. **Flat Iron (Straightener):** Uses two hot ceramic or metal plates to straighten hair. *Danger: Can cause severe heat damage if used too often or too hot.*
    3. **Curling Iron (Tongs):** A hot rod used to create curls.
    4. **Clippers:** Motor-driven blades used to cut hair very short (barbing).
    5. **Hooded Dryer / Steamer:** A large machine the client sits under. The dryer provides dry heat (to set rollers), while the steamer (Week 2) provides moist heat (for treatments).

2. Care and Maintenance (Hygiene & Safety)

- **Importance:**
    1. **Safety:** To prevent the spread of diseases (lice, ringworm, bacteria).
    2. **Cost:** Proper care makes your expensive tools last longer.
- **Cleaning Levels:**
    1. **Sanitation (Cleaning):** This is the *first step* for all tools.
        - *Method:* Use soap and warm water to scrub the tool and remove all *visible* hair, dirt, and product (like gel).
        - This *removes* germs but does not *kill* all of them.
    2. **Disinfection (Killing Germs):** This is the *second step* for tools that touch skin or scalp.
        - *Method:* After cleaning, completely submerge the tool (combs, brushes, clips) in a disinfectant solution (like "Barbicide" or a bleach/water mixture) for 10-15 minutes.
        - *For electrical tools:* You cannot submerge them. *Wipe them down* with a disinfectant wipe or an alcohol-soaked cloth.
- **Specific Tool Maintenance:**
    - **Shears (Scissors):** Must be cleaned, dried, and *oiled* at the pivot point. *Never* use them to cut paper (it makes them blunt).
    - **Clippers:**

1. *After every use,* remove the blade and use a small brush to *clean out all the cut hair*.
2. *Sanitize* the blade teeth with a spray disinfectant.
3. *Oil* the blade (apply 3 small drops of clipper oil) and turn it on for a few seconds to let the oil spread. This prevents rust and keeps it running smoothly.

    - **Electrical Tools:** Always *unplug* when not in use. Do not pull the cord from the wall. Inspect cords for any frays or damage.

Evaluation:

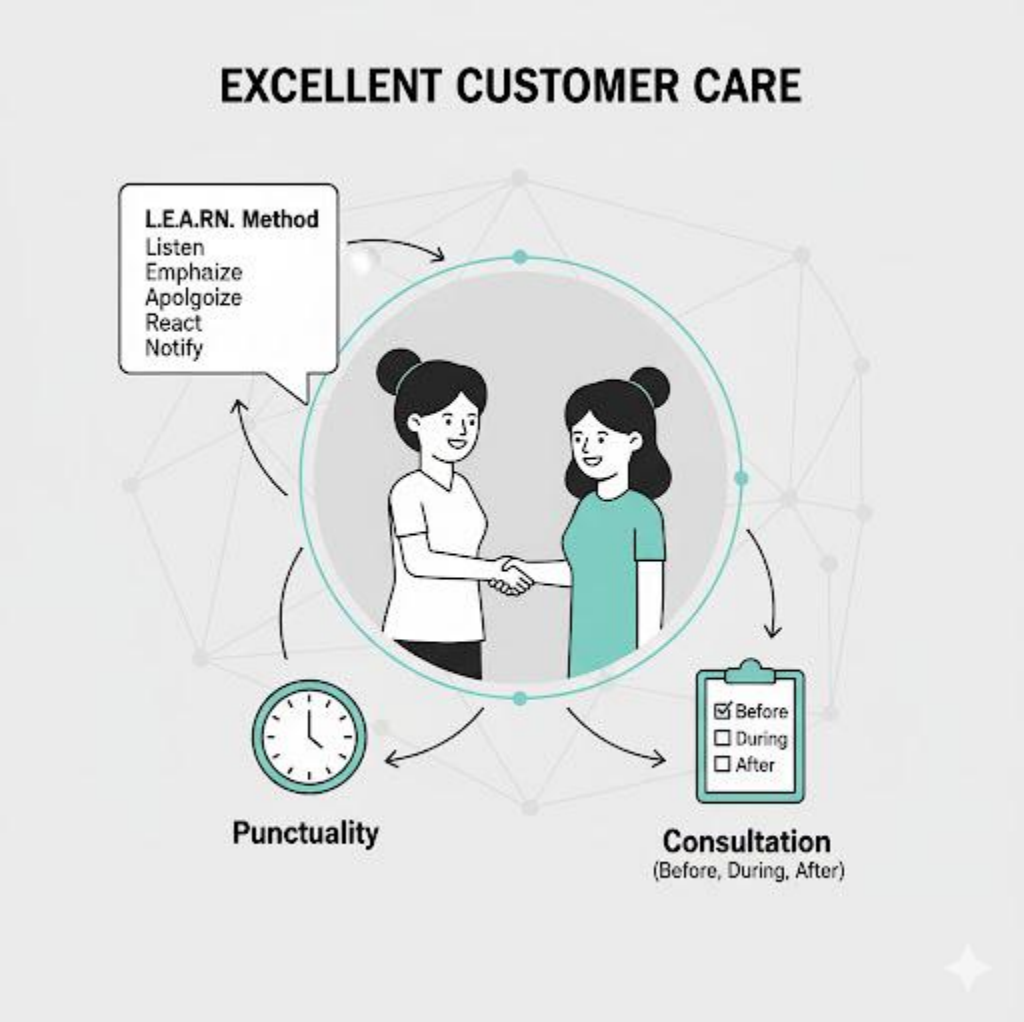
1. List three (3) manual tools and two (2) electrical tools.
2. What is the difference between a "tint brush" and a "round brush"?

3. What is the difference between "sanitation" and "disinfection"?
4. Why must you *never* use scissors to cut paper?
5. What are the three (3) steps for maintaining clippers after a haircut?

Assignment:

1. List ten (10) different hairdressing tools and categorize them as "Manual" or "Electrical."
2. Describe the function of: (a) A rat-tail comb, (b) A blow-dryer, (c) Thinning shears.
3. In your own words, describe the *full process* of cleaning and disinfecting your salon's combs and brushes at the end of the day.
4. Why is it dangerous to use electrical tools with frayed (broken) cords?
5. What is the purpose of "oiling" scissors and clippers?

WEEK 6: CUSTOMER CARE



Content: (I) Communication (II) Handling complaints.

Performance Objectives: By the end of this lesson, students should be able to:

1. Define "Customer Care" (or "Customer Service").
2. Explain the importance of good customer care in a beauty business.
3. List and describe the three parts of a client consultation (before, during, after).
4. Demonstrate positive verbal and non-verbal communication.
5. Describe the "L.E.A.R.N." method for handling customer complaints.

Lesson Content:

1. What is Customer Care?

- **Definition:** Customer care is the *professional and polite* way a business (or a stylist/therapist) *interacts with* and *supports* its clients before, during, and after a service.
- **Importance:**
    - **Good service** (a good haircut) makes a client happy **once**.
    - **Good customer care** (making them feel respected and valued) makes them **a loyal, repeat customer for life**.
    - Loyal customers give "word-of-mouth" referrals, which is the best form of advertising.

2. Communication (Verbal & Non-Verbal)

- **Verbal Communication (What you say):**
    - Use a *polite, professional, and friendly* tone.
    - Use "please," "thank you," and "you're welcome."
    - Greet the client *by name* if you know it.
    - *Avoid:* Gossiping about other clients, using slang, or complaining about your personal problems.
- **Non-Verbal Communication (Body Language):**
    - **Good:** Smile, make eye contact, nod to show you are listening, have a clean uniform (neatness - Week 8), and have good personal hygiene.
    - **Bad:** Frowning, crossing your arms, looking at your phone, or looking bored.

3. The Client Consultation (The 3 Parts) This is the most important communication in a salon.

1. **Before the Service (Analysis):**
    - *Listen:* Ask the client, "What are we doing for you today?" *Listen* carefully to their answer.

- *Analyze:* Look at their hair/skin. Ask questions (e.g., "When was your last relaxer?" "Are you allergic to anything?").
- *Confirm:* Repeat their request back to them to show you understand (e.g., "Okay, so you want a shoulder-length bob with a few highlights. Great, let's start.").

2. **During the Service (Reassurance):**
    - Explain what you are doing (e.g., "I'm applying the conditioner now").
    - Check in with the client: "Is the water temperature okay?" "Is the tension on this braid alright?"
3. **After the Service (Aftercare):**
    - Show the client the final result (e.g., with a back mirror).
    - *Advise* them on how to maintain the style (e.g., "Don't wash this for 2 days," "Make sure to use your protein treatment next week").
    - Book their next appointment.

4. Handling Complaints

- **The Rule:** A complaint is a *gift*. It's a chance to *fix* a problem and *keep* a customer. 90% of angry clients just want to feel *heard* and *respected*.
- **The "L.E.A.R.N." Method:**
    - **L - Listen:**
        - Let the client talk. Do *not* interrupt them. Do *not* get defensive.
        - Use good non-verbal communication (nod, make eye contact).
    - **E - Empathize:**
        - Show them you understand their feelings (not that you agree, but that you *understand*).
        - *Say:* "I understand this must be very frustrating for you." "I am so sorry you are not happy with the result."
    - **A - Apologize:**
        - Give a sincere, simple apology.

        - *Say:* "I apologize for the wait." "I am sorry that the color did not turn out as you expected."
    - **R - React (Solve):**
        - Offer a *solution*, not an excuse.
        - *Say:* "Let's fix this right now."
        - *Solution Examples:* "I can re-do the polish for you immediately at no charge." "I will re-style this side for you." "Let me offer you a 20% discount on your next visit."
    - **N - Notify (Follow-up):**
        - Make a note of the complaint so it doesn't happen again. (See Week 10 - Record Keeping).

Evaluation:

1. What is "customer care"?
2. Why is good customer care important for a beauty business?
3. What is the difference between verbal and non-verbal communication? Give one example of each.
4. What are the three (3) parts of a client consultation?
5. What does "L" stand for in the "L.E.A.R.N." method for handling complaints?

Assignment:

1. Define Customer Care.
2. List three (3) examples of *good* verbal communication and three (3) examples of *good* non-verbal communication in a salon.
3. What are three (3) topics you should *avoid* discussing with a client? (e.g., politics, religion, gossip).
4. A client complains angrily, "This nail polish is the wrong color! I hate it!" Write down *exactly* what you would say to them, using the L.E.A.R.N. method.
5. Why is a client complaint a "gift"?

WEEK 8: PROFESSIONAL ETHICS



Content: (I) Honesty (II) Neatness (III) Punctuality (IV) Confidentiality.

Performance Objectives: By the end of this lesson, students should be able to:

1. Define "Ethics" and "Professional Ethics."
2. Explain the importance of "Honesty" in pricing and product recommendations.
3. Explain the importance of "Neatness" (hygiene and salon appearance).
4. Explain the importance of "Punctuality" for appointments.
5. Define "Confidentiality" and explain why it is crucial in a salon.

Lesson Content:

1. What are Professional Ethics?

- **Ethics:** The *moral principles* that control a person's behavior (knowing right from wrong).
- **Professional Ethics:** The *set of rules* (spoken and unspoken) that govern how a person in a specific profession (like a cosmetologist) must behave to be considered trustworthy and professional.
- **Why?** It builds *trust* with the public and your clients.

2. Key Ethical Principles in Cosmetology

- **A. Honesty and Integrity**
    - **Definition:** Being truthful and transparent with your clients.
    - **Application:**
        - **Pricing:** You must be *clear* about the price *before* the service starts. No hidden fees.
        - **Product Sales:** Do *not* sell a client an expensive product they don't need just to make a commission. (e.g., Don't sell protein treatment to someone who needs moisture).
        - **Skills:** Be honest about your abilities. If you are not an expert at a certain braid style, *do not* pretend you are. It is better to say, "I am still training in that style, but I am an expert at [this style]."
- **B. Neatness (Hygiene and Appearance)**
    - **Definition:** Maintaining a clean and professional appearance for yourself and your workspace.
    - **Application:**
        - **Personal Hygiene:** You must be clean, have no body odor, and have clean hands/nails.
        - **Salon Hygiene (Week 4):** Your tools must be sanitized. Your station must be free of hair and clutter.
        - **Why?** Clients *will not trust* a stylist with dirty tools or a messy salon. They will assume you are unsafe and unprofessional.

- **C. Punctuality (Reliability)**
    - **Definition:** Being on time for your work and for your clients' appointments.
    - **Application:**
        - If a client's appointment is at 10:00 AM, you *must* be ready to start at 10:00 AM.
        - **Respecting Time:** Punctuality shows you *respect* your client's time. If you are late, it sends the message that your time is more important than theirs.
        - **In case of delay:** If you are running late, you must *call* the client in advance, apologize, and (if possible) reschedule.
- **D. Confidentiality**
    - **Definition:** This is the *most important* ethical rule. It is the principle of *keeping a client's personal information private*.
    - **What is confidential?**
        - *Personal Details:* Their phone number, address, etc.
        - *Medical Information:* Any allergies, scalp conditions, or health issues they tell you about.
        - *Personal Conversations:* The "gossip" or personal problems a client shares with you *in the chair*.
    - **Application:**
        - You must *never* discuss one client's problems or information with another client.
        - The salon is a "safe space." What is said in the chair, *stays in the chair*.
        - **Breaking confidentiality** (e.g., "You won't believe what Mrs. B told me...") is the fastest way to lose a client's trust *forever*.

Evaluation:

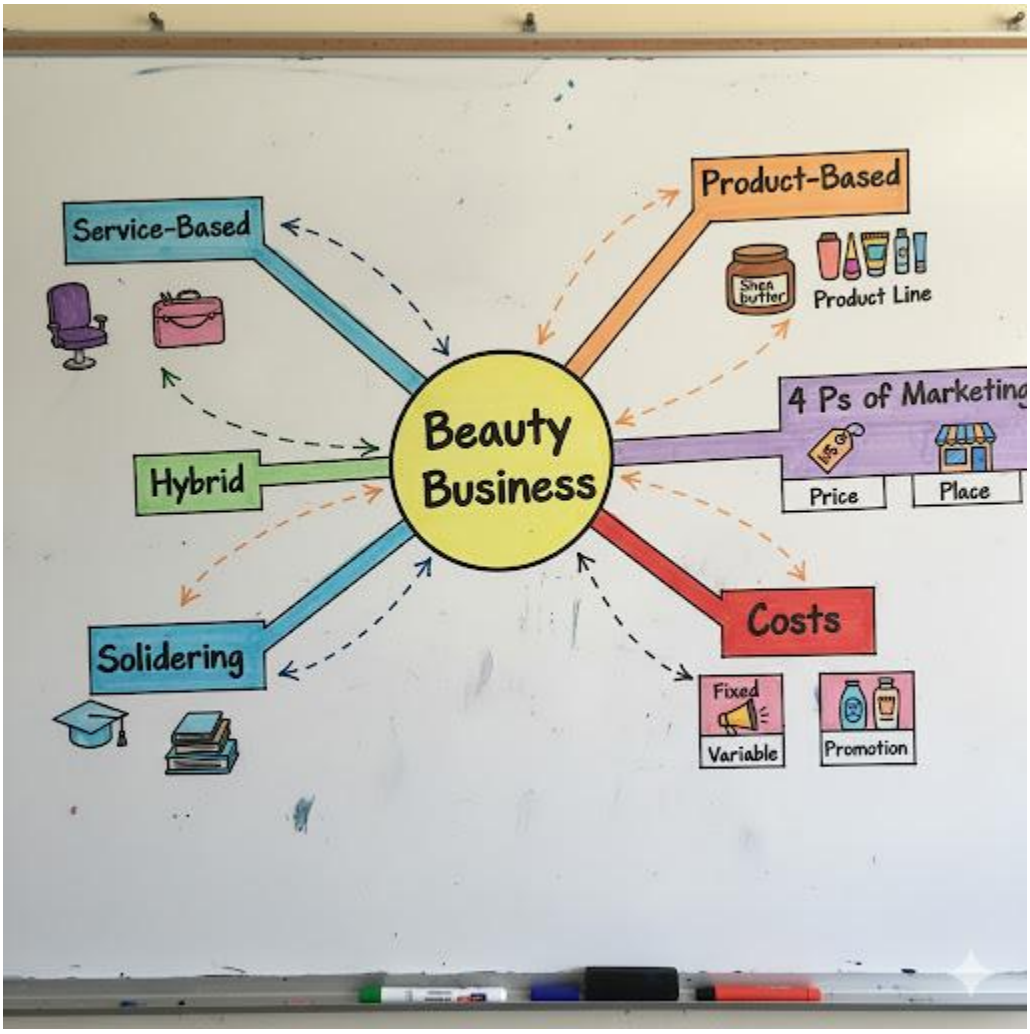
1. What are "Professional Ethics"?
2. Give one example of *dishonesty* in a salon.

3. Why is "neatness" an ethical issue?
4. What does "punctuality" show to a client?
5. What is "confidentiality" in a salon? Why is it so important?

Assignment:

1. Define Professional Ethics.
2. List the four (4) key ethical principles discussed in the lesson.
3. A client tells you a secret about her marriage while you are doing her hair. The next client comes in and asks, "So, what's new with Mrs. B?" What is the *ethical* response?
4. You are running 30 minutes late for your 2:00 PM appointment. What is the *professional* thing to do?
5. Why is it unethical to sell a "protein treatment" to a client who has *dry* hair? (Hint: Week 4).

WEEK 9: ENTREPRENEURSHIP IN BEAUTY



Content: (I) Identifying opportunities (II) Managing a small salon.

Performance Objectives: By the end of this lesson, students should be able to:

1. Define "Entrepreneurship" in the context of cosmetology.
2. Identify at least three (3) business opportunities in the beauty industry (e.g., service, sales, niche).
3. List the basic steps to start a small salon.
4. Describe the "4 Ps" of marketing for a salon.
5. Explain the difference between "fixed costs" and "variable costs."

Lesson Content:

1. What is Entrepreneurship in Beauty?

- **Definition:** An entrepreneur is a person who *identifies a need* in the market, *takes a risk* to organize a business, and *manages* it to meet that need and make a *profit*.
- **In Beauty:** It means starting your *own* beauty-related business, rather than just working for someone else.

2. Identifying Business Opportunities

- **A. Service-Based:**
  - **General Salon:** Offers all services (hair, nails, makeup).
  - **Specialized Salon (Niche):** Becomes an "expert" in *one* thing.
    - *Examples:* A "Barbing Salon," a "Natural Hair Braiding Studio," a "Nail Art Studio," a "Makeup Studio" (for weddings).
- **B. Product-Based:**
  - **Retail:** Opening a shop to *sell* beauty products (hair extensions, makeup, creams).
  - **Production:** Starting your *own brand* of natural hair or skin products (e.g., making and selling your own branded "Shea Butter Mix").
- **C. Service-Hybrid:**
  - **Mobile Stylist:** A "freelance" stylist who travels to clients' homes (low cost, no rent).
  - **Beauty Blogger/Vlogger:** Using social media (Week 10, Term 1 Digital Tech) to *review* products and *teach* skills, and getting paid from ads or brand deals.

3. Steps to Start a Small Salon (Management)

1. **Step 1: The Plan (Business Plan)**
   - What services will you offer? (Your niche)
   - Who are your customers? (Target market)
   - Who is your competition?

2. **Step 2: Legal & Location**
    - Register your business name (CAC).
    - Find a good location (visibility, parking, security).
3. **Step 3: Funding (Capital)**
    - (See Week 10) Get money from *savings*, *family*, or a *loan* to pay for rent and equipment.
4. **Step 4: Setup & Equipment**
    - Buy your chairs, mirrors, wash basins, dryers, and tools (Week 4).
    - Buy your "inventory" (relaxers, shampoos, polishes).
5. **Step 5: Marketing (The 4 Ps)**
    - **P**roduct: Your high-quality services (hair, nails).
    - **P**rice: (See Week 10) Set prices that cover your costs and give you profit.
    - **P**lace: Your clean, professional, well-located salon.
    - **P**romotion: How you advertise (e.g., a good signpost, Instagram/WhatsApp, opening day "promo").

4. Basic Salon Financial Management

- **Fixed Costs:** Costs that are the *same* every month, even if you have zero clients.
    - *Examples:* **Rent**, **Salary** (for your staff).
- **Variable Costs:** Costs that *change* based on how busy you are.
    - *Examples:* **Shampoo, relaxer, hair color, light/NEPA bills.** (The more clients you have, the more you spend on these).
- **The Goal:** Your total *Sales* (income) must be *higher* than your (Fixed Costs + Variable Costs) in order to make a **Profit**.

Evaluation:

1. What is an "entrepreneur" in the beauty industry?
2. What is a "niche" salon? Give one example.
3. What are the "4 Ps" of marketing?
4. What is the difference between "fixed costs" and "variable costs"?

5. Give one example of a *fixed cost* and one example of a *variable cost* for a salon.

Assignment:

1. Define Entrepreneurship.
2. List three (3) different *types* of beauty businesses you could start.
3. What are the five (5) basic steps to opening a new salon?
4. Explain "Fixed Costs" vs. "Variable Costs."
5. If you were to open your *own* salon, what "niche" (specialty) would you choose, and what would your "Unique Selling Proposition" (USP) be?

WEEK 10: RECORD KEEPING AND FINANCIAL MANAGEMENT



Content: (I) Budgeting (II) Pricing of services.

Performance Objectives: By the end of this lesson, students should be able to:

1. State the importance of record keeping in a salon business.
2. List three (3) types of records a salon must keep.
3. Define "Cost of Service" (CoS).
4. Calculate the "Cost of Service" for a simple treatment (e.g., a manicure).
5. Use the "Cost-Plus" pricing model to set a final price.

Lesson Content:

1. Importance of Record Keeping

- **Definition:** The process of documenting all activities and transactions of your business.
- **Why?**
    - **To Know if You Are Profiting:** You *cannot* know if you are making or losing money if you don't keep records. (You are just "guessing").
    - **To Control Costs:** To see *where* your money is going (e.g., "Am I spending too much on relaxer?").
    - **To Set Prices:** (See section 3).
    - **To Get Loans:** A bank will *only* lend money to a business that has professional financial records.

2. Types of Records for a Salon

1. **Client Records:**
    - A card or file for each client.
    - *Includes:* Name, phone number, and *service history* (e.g., "Allergic to: [Product]," "Relaxer type: [No-Lye]," "Last relaxer date: [Date]").
    - *Why?* For safety (allergies) and professionalism.
2. **Inventory Records (Stock Book):**
    - A list of all your *products* (relaxers, shampoos, polishes).
    - *Includes:* How many you have, when they expire, how many you use per week.
    - *Why?* To know when to re-order *before* you run out.
3. **Financial Records (The Cash Book):**
    - The most important record. A book that tracks *all* money in and all money out.
    - **Income:** (Money In) - e.g., "Bisi (Braids) - ₦5,000," "Tunde (Haircut) - ₦1,000."
    - **Expenses:** (Money Out) - e.g., "Bought 1 relaxer - ₦1,500," "Paid NEPA bill - ₦3,000."
    - **Result:** Total Income - Total Expenses = Profit/Loss

3. Pricing Your Services (Cost-Plus Pricing) You cannot just copy someone else's price. You must price based on *your* costs.

- **Step 1: Calculate Your "Cost of Service" (CoS)**
  - **Definition:** The *total cost* of all the *products* you used to perform *one* service.
  - **Example: Cost of a Basic Manicure**
    - Cotton wool: ₦50
    - Nail polish remover (acetone): ₦30
    - Nail file (wear and tear): ₦20
    - Cuticle cream: ₦50
    - Base coat & Top coat: ₦40
    - Nail polish (color): ₦60
    - **Total Cost of Service (CoS) = ₦250**
- **Step 2: Add Your "Overhead" and "Labor" (The "Plus")**
  - Your price must also cover your *fixed costs* (rent, salary - Week 9) and *your time* (labor).
  - Let's say your overhead and labor for that 30-minute service is **₦500**.
- **Step 3: Add Your "Profit Margin"**
  - You need to make a *profit*. Let's add a **₦250** profit margin.
- **Step 4: Set the Final Price**
  - **Formula:** Final Price = CoS + Overhead/Labor + Profit
  - **Calculation:** ₦250 (Products) + ₦500 (Time/Rent) + ₦250 (Profit)
  - **Final Price = ₦1,000**
  - Now you know *why* you charge ₦1,000. You are not guessing.

4. Budgeting

- **Definition:** A *plan* for your salon's money *before* you spend it.
- **How:**
  1. Estimate your total *Income* for the month (e.g., ₦200,000).
  2. List all your *Fixed Costs* (e.g., Rent ₦30,000, Salary ₦50,000).

3. List all your expected *Variable Costs* (e.g., Products ₦60,000, NEPA ₦10,000).
4. Income (₦200k) - Total Costs (₦150k) = Planned Profit/Savings (₦50k)
5. You must *stick to this budget* to make your profit.

Evaluation:

1. Why is it important for a salon to keep records?
2. What is a "Client Record Card," and what information should be on it?
3. What is the "Cost of Service" (CoS)?
4. What are the three (3) parts of a final price (Cost-Plus Pricing)?
5. What is the difference between *income* and *expenses*?

Assignment:

1. Define Record Keeping, Budgeting, and Cost of Service.
2. List the three (3) main types of records a salon should keep.
3. Calculate the **Cost of Service (CoS)** for *one* hair relaxer service, using these costs:
    - Relaxer (portion used): ₦500
    - Neutralizing Shampoo (portion): ₦100
    - Conditioner (portion): ₦150
    - Gloves, etc.: ₦50
    - **What is the total CoS?**
4. For the service in Q3, if your *labor/overhead* is ₦1,000 and you want a *profit* of ₦700, what is the **final price** you must charge the client?
5. Why is it a bad idea to just "guess" your prices?

WEEK 11: REVISION



Content: Review of term's work.

Note: This week is dedicated to a comprehensive review of all topics covered in the Second Term, in preparation for the end-of-term examination.

Revision Checklist:

1. **Review of Term 1 (Week 1):**
    - Advanced Braiding (Knotless, Crochet).
    - Chemical Safety (Patch Test, Strand Test, Neutralizing).
    - Skin Types (Normal, Dry, Oily, Combination).

- Facial Steps & Hygiene (No Double-Dipping).

2. **Advanced Skin Treatment (Week 2):**
    - Steaming (Benefits, Safety).
    - Exfoliation (Physical, Chemical - AHA/BHA, Enzyme).
    - Herbal Masks (Clay for oily, Cream/Yoghurt for dry).
3. **Makeup Products (Week 3):**
    - Highlighting vs. Concealing.
    - Eyeliner (Pencil, Liquid, Gel).
    - Lipstick (Liner, Matte, Satin, Gloss).
    - Application Order.
4. **Hairdressing Tools (Week 4):**
    - Manual (Combs, Brushes, Shears) vs. Electrical (Dryer, Iron, Clippers).
    - Sanitation (Cleaning with soap/water) vs. Disinfection (Killing germs with Barbicide/alcohol).
    - Maintenance (Oiling clippers/shears).
5. **Customer Care (Week 6):**
    - Verbal & Non-Verbal Communication.
    - Client Consultation (Before, During, After).
    - Handling Complaints (L.E.A.R.N. - Listen, Empathize, Apologize, React, Notify).
6. **Professional Ethics (Week 8):**
    - Honesty (pricing, skills).
    - Neatness (personal & salon hygiene).
    - Punctuality (respecting time).
    - Confidentiality (keeping client secrets).
7. **Entrepreneurship (Week 9):**
    - Niche (specialized) vs. General salon.
    - 4 Ps of Marketing (Product, Price, Place, Promotion).
    - Costs: Fixed (Rent) vs. Variable (Shampoo).
8. **Financials (Week 10):**
    - Record Types (Client, Inventory, Financial).

- Cost of Service (CoS) (Cost of products used).
- Cost-Plus Pricing: Price = CoS + Labor/Overhead + Profit.

Activity:

- **Role-Play 1:** (Week 6/8) One student is an angry client complaining about a bad haircut. The other student uses the L.E.A.R.N. method and professional ethics to handle them.
- **Role-Play 2:** (Week 9/10) One student is a new client. The other is a stylist. Perform a full "Client Consultation" and explain the *pricing* (using Cost-Plus) for a relaxer service.

JSS 3 BEAUTY AND COSMETOLOGY LESSON NOTES

THIRD TERM

WEEK 1: REVIEW OF SECOND TERM



Content: (I) Recap of entrepreneurship and customer care.

Performance Objectives: By the end of this lesson, students should be able to:

1. Recall the key principles of customer care (L.E.A.R.N. method).
2. Define professional ethics, focusing on confidentiality and honesty.
3. Define entrepreneurship and list three (3) business opportunities in beauty.

4. Differentiate between fixed costs and variable costs.
5. Explain the "Cost-Plus Pricing" model and the importance of record-keeping.

Lesson Content:

1. Comprehensive Review of Customer Care & Ethics (Weeks 6 & 8)

- **Customer Care:** The professional interaction with clients to ensure satisfaction and loyalty.
    - **Client Consultation:** The 3-part process (Before, During, After) to understand the client's needs and provide aftercare advice.
    - **Communication:** Using positive verbal (polite language) and non-verbal (smiling, eye contact) cues.
    - **Handling Complaints (L.E.A.R.N.):**
        - **L**isten: Let the client speak without interruption.
        - **E**mpathize: "I understand this is frustrating."
        - **A**pologize: "I am sorry you are not happy with the result."
        - **R**eact (Solve): Offer a practical solution (a refund, a free fix).
        - **N**otify: Record the complaint to prevent it from happening again.
- **Professional Ethics:** The moral rules of the profession.
    - **Honesty:** Clear pricing; not selling unnecessary products.
    - **Neatness:** Personal hygiene and a sanitized workspace.
    - **Punctuality:** Respecting the client's time.
    - **Confidentiality:** (Most important) Keeping client's personal details and conversations private. What is said in the chair *stays* in the chair.

2. Comprehensive Review of Business & Finance (Weeks 9 & 10)

- **Entrepreneurship:** Identifying a need (e.g., a local niche like "natural hair braiding") and taking a risk to start a business for profit.
- **Business Types:** Service-based (salon), Product-based (making/selling creams), Hybrid (mobile stylist).

- **Financial Management:**
    - **Costs:**
        - **Fixed Costs:** Do not change (e.g., **Rent**, **Salary**).
        - **Variable Costs:** Change with the number of clients (e.g., **Shampoo**, **Relaxer**, NEPA bill).
    - **Record Keeping:** The *only* way to know if you are making a profit.
        - **Client Records:** (For safety/allergies).
        - **Inventory Records:** (To track stock).
        - **Financial Records:** (Cashbook for all income and expenses).
    - **Pricing (Cost-Plus Model):**
        - Price = Cost of Service (CoS) + Labor/Overhead + Profit
        - You *must* calculate your costs (e.g., the cost of the relaxer, shampoo, conditioner) to set a profitable price.

Evaluation:

1. What does the "A" in the L.E.A.R.N. method for handling complaints stand for?
2. What is "confidentiality" in a salon, and why is it so important?
3. What is the difference between a "fixed cost" and a "variable cost"? Give one example of each.
4. What is a "niche" business? Give one example in cosmetology.
5. What are the three (3) parts that make up a final price in the "Cost-Plus" model?

Assignment:

1. List the 4 key principles of professional ethics from Week 8.
2. A client is 20 minutes late for their appointment, which makes you late for your *next* client. How do you handle this professionally and ethically?
3. Why is it important to keep "Client Records" (listing allergies and past services)?
4. A student's salon has ₦20,000 in *fixed costs* (rent) and ₦30,000 in *variable costs* (products) for the month. They made ₦80,000 in *income*. What is their *profit*?
5. What are the "4 Ps" of marketing from Week 9?

WEEK 2: PRODUCT KNOWLEDGE



Content: (I) Safe use and identification of cosmetics (II) Identifying harmful ingredients.

Performance Objectives: By the end of this lesson, students should be able to:

1. Explain why product knowledge is a critical skill for a cosmetologist.
2. Identify and describe the function of at least five (5) safe and beneficial ingredients.
3. Identify at least three (3) common *harmful* or *controversial* ingredients in cosmetics.
4. Explain the danger of using "bleaching" creams (hydroquinone, mercury).
5. Read a product label and identify its key ingredients.

Lesson Content:

1. Why Product Knowledge is Essential As a cosmetologist, you are not just a stylist; you are a beauty advisor. Your clients trust you to recommend and use products that are *safe* and *effective*.

- **Safety:** You are responsible for not harming your client. Using a product with an ingredient they are allergic to can lead to a serious reaction.
- **Effectiveness:** You must know *why* a product works. (e.g., "This conditioner is for *moisture* because it has *shea butter*," "This one is for *strength* because it has *keratin*").
- **Professionalism:** Knowing your ingredients builds client trust and positions you as an expert.

2. Identifying Common *Safe* & *Beneficial* Ingredients

- **For Hair:**
    1. **Shea Butter (Ori):** An emollient (softener) and sealant. Excellent for *moisturizing* dry, brittle (Type 4) hair.
    2. **Coconut Oil:** A penetrating oil that can reduce protein loss from the hair shaft.
    3. **Hydrolyzed Keratin/Protein:** (From Term 1, Week 4) A *protein treatment* ingredient. It "patches" holes in the hair cuticle to *strengthen* weak, relaxed, or colored hair.
- **For Skin:** 4. **Hyaluronic Acid:** A *humectant*. It pulls moisture from the air *into* the skin. It is excellent for *all* skin types (even oily) as it provides *hydration* without *oil*. 5. **Glycerin:** A common, effective, and cheap humectant. 6. **Niacinamide (Vitamin B3):** A "superstar" ingredient. It helps control oil, fade dark spots (hyperpigmentation), and calm redness. 7. **Titanium Dioxide / Zinc Oxide:** These are *physical sunscreens*. They sit on top of the skin and *reflect* UV light. They are the safest and most effective forms of sun protection.

3. Identifying Common *Harmful* or *Controversial* Ingredients

- **1. Hydroquinone (Bleaching Cream):**

- *What it is:* A drug used to lighten dark spots (hyperpigmentation).
- *The Danger:* When used at high, unregulated concentrations (common in "bleaching creams"), it can cause:
  - **Skin thinning** and sensitivity.
  - **Sun sensitivity** (making dark spots *worse*).
  - **Ochronosis:** A permanent *blue-black* staining of the skin.
- *Ethical Rule:* Never recommend unregulated "bleaching" creams. *Always* recommend **sunscreen (SPF)** as the best way to prevent dark spots.

- **2. Mercury:**
  - *What it is:* A toxic heavy metal illegally added to some bleaching creams.
  - *The Danger:* It is a **poison**. It can damage the *kidneys* and *brain*. It is extremely dangerous.
- **3. Sulfates (SLS - Sodium Lauryl Sulfate):**
  - *What it is:* The cheap, harsh detergent in many *foaming* shampoos that makes them "lather."
  - *The Danger:* It is *too* good at its job. It *strips* all the natural oils (sebum) from the hair and scalp.
  - *Effect:* It makes *dry, curly, or colored hair* (Type 3/4) extremely dry, brittle, and frizzy.
  - *Recommendation:* Advise clients with dry or curly hair to use **"Sulfate-Free"** shampoos.
- **4. Parabens:**
  - *What they are:* A type of preservative used to stop bacteria from growing in creams and lotions.
  - *The Danger:* They are *controversial*. Some studies link them to health issues. Many clients now prefer "Paraben-Free" products.

Evaluation:

1. Explain two (2) reasons why product knowledge is essential for a cosmetologist.

2. A client has very dry, brittle hair. What *ingredient* would you look for in a product for them?
3. A client has oily, acne-prone skin. What *ingredient* (from the lesson) would be good for them?
4. What is "Hydroquinone," and what is the main danger (Ochronosis) of using it in high concentrations?
5. Why are "Sulfates" (SLS) bad for curly (Type 4) hair?

Assignment:

1. Define "Product Knowledge."
2. Go home and find a shampoo or cream. Look at the "Ingredients" list. Write down the first five (5) ingredients.
3. What are the dangers of using bleaching creams containing *Mercury*?
4. What is the difference between a *humectant* (like Hyaluronic Acid) and an *emollient* (like Shea Butter)?
5. What does "Sulfate-Free" mean on a shampoo bottle, and who should use it?

WEEK 3: BRANDING AND PACKAGING



Content: (I) Creating a beauty brand identity.

Performance Objectives: By the end of this lesson, students should be able to:

1. Define "Brand" and "Brand Identity."
2. Explain the purpose of branding in a beauty business.
3. List the three (3) key elements of a visual brand identity (Logo, Colors, Fonts).
4. Define "Packaging" and explain its role in branding.
5. Develop a simple brand identity (name, logo, colors) for a mock salon.

Lesson Content:

1. What is a Brand?

- **Definition:** A brand is *not* just your logo. It is the *idea* or *feeling* that people have when they think of your business. It is your **reputation**.
- It answers the question: "Why should a client choose *you* instead of the salon next door?"
- *Examples:*
    - One salon's brand might be "Cheap and Fast."
    - Another's might be "Expensive, Luxury, and Relaxing."
    - Another's might be "Expert in Natural Hair."

2. What is Brand Identity?

- **Definition:** This is the *visual* part of your brand. It is the collection of all the *visible elements* you use to communicate your brand's feeling.
- **Purpose:** To make your business **recognizable** and **memorable**.

3. Key Elements of a Visual Brand Identity

1. **Business Name:** The first, most important choice. It should be:
    - *Memorable:* Easy to remember.
    - *Clear:* Says what you do (e.g., "Bisi's Braiding Bar").
    - *Unique:* Not the same as someone else.
2. **Logo:**
    - This is the *symbol* of your business. It is your visual "signature."
    - It should be *simple* and *clear*.
    - (Students can design a simple one using Canva - JSS3 Term 1).
3. **Brand Colors:**
    - Colors create *emotions*. You should choose 2-3 colors and use them *consistently* on everything (your salon walls, your price list, your uniform).
    - *Black/Gold:* Feels like Luxury, Expensive.
    - *Green/Brown:* Feels like Natural, Organic, Herbal.

- *Bright Pink/Orange:* Feels like Fun, Young, Modern.

4. **Brand Fonts (Typography):**
    - The *style* of writing you use.
    - *Cursive/Script font:* Feels elegant, feminine.
    - *Bold, simple font:* Feels modern, clean.

4. Packaging

- **Definition:** The physical *container* or *wrapping* for your products. If you run a salon, your "packaging" is your *salon interior* and your *staff uniforms*.
- **Role in Branding:** Packaging is the *first physical experience* a client has with your brand.
    - If you make your own shea butter mix (Week 9, Term 2) and sell it in a plain, unlabeled bottle, it looks cheap and unsafe.
    - If you sell the *same* product in a clean jar with a professional, well-designed *label* (with your logo, colors, and ingredients), it looks professional, trustworthy, and you can charge *more* for it.
- **Labels (Legal Requirement):** A good label must include:
    - Your Brand Name / Logo
    - Product Name ("Hydrating Shea Mix")
    - List of Ingredients (Week 2)
    - Net Weight (e.g., 250g)
    - Your Contact Information

Evaluation:

1. What is the difference between a "Brand" and a "Brand Identity"?
2. What is the purpose of a Brand Identity?
3. List the three (3) main visual elements of a brand identity.
4. What role does "Color" play in branding? (It creates emotion).
5. What is "Packaging," and why is a good label important?

Assignment:

1. Define Brand, Brand Identity, and Logo.
2. Imagine you are opening your own salon. What would you call it? (Business Name).
3. What "niche" (specialty) would your salon have? (e.g., Natural Hair, Makeup, Barbing).
4. Based on your niche, what two (2) *Brand Colors* would you choose, and *why*? (e.g., "I would choose green and brown because my niche is natural hair...").
5. Using Canva (or by hand), design a *simple logo* for your new salon.

WEEK 4: MARKETING STRATEGIES



Content: (I) Social media (II) Customer referrals.

Performance Objectives: By the end of this lesson, students should be able to:

1. Define "Marketing."
2. Explain the importance of "Social Media Marketing" for a beauty business.
3. Describe how to use Instagram/Facebook/WhatsApp effectively for promotion.
4. Define "Customer Referral Program" (Word-of-Mouth).
5. Develop a simple marketing plan for a salon.

Lesson Content:

1. What is Marketing?

- **Definition:** Marketing is the *process* of identifying who your customers are and *actively communicating* with them to make them interested in (and buy) your products or services.
- It is *not* just advertising. It is the *entire strategy* (Recap 4 P's: Product, Price, Place, **Promotion**). This week focuses on **Promotion**.

2. Marketing Strategy 1: Social Media (Digital Marketing)

- **Why it's essential for beauty:** The beauty industry is *visual*. Social media (especially Instagram, TikTok, and Facebook) is the *best* and *cheapest* way to *show* your work.
- **Effective Social Media Strategy:**
    1. **Choose Your Platform:**
        - **Instagram/TikTok:** Best for *visuals*. Perfect for showing *before-and-after* photos of hair, makeup, and nails.
        - **Facebook:** Good for building a *community* and sharing reviews.
        - **WhatsApp (Business):** The *best* tool for *customer service*. You can create a "Catalog" of your services and send "Status" updates of your new styles.
    2. **Show, Don't Just Tell:**
        - *Bad Post:* "We do braids. ₦5,000."
        - *Good Post:* A high-quality, well-lit *video* or *photo* of a client with beautiful knotless braids. The caption should say, "Look at these stunning knotless braids on our lovely client! 😍 Book yours now via DM. #LagosBraider"
    3. **Be Consistent:** You must post *regularly* (e.g., 3-5 times a week) to stay in your followers' minds.
    4. **Engage:** *Reply* to all comments and DMs quickly and professionally (Customer Care - Week 6, Term 2).

3. Marketing Strategy 2: Customer Referrals (Word-of-Mouth)

- **Definition:** This is when your *current, happy clients* advertise *for you* by telling their friends and family about your salon.
- **Why it's the best:** It is **free** and **powerful**. People trust a recommendation from a friend *far more* than they trust an advert.
- **How to Encourage It (Referral Program):**
    - **Don't just *hope* for it, *ask* for it.**
    - **Implement a Program:** "Refer-a-Friend."
    - *Method:* Give your client 3 business cards. "If you loved your hair, please share my card. If your friend comes in with this card, *you* will get 10% off your next service, and *your friend* will get 10% off their first!"
    - This gives *both* people a reason (incentive) to use your service.

4. Simple Marketing Plan

1. **Goal:** Get 20 new clients this month.
2. **Brand Identity (Week 3):** Professional logo and colors.
3. **Social Media:** Post 1 high-quality *before-and-after* photo on Instagram and WhatsApp Status *every day*.
4. **Referral Program:** Launch the "Refer-a-Friend" program and tell every client about it.
5. **Offline:** Print a clean, professional price list and a large sign (banner) for the front of the salon.

Evaluation:

1. What is "marketing"?
2. Why is social media (like Instagram) so effective for a beauty business?
3. What is the "Refer-a-Friend" program an example of? (Customer Referrals / Word-of-Mouth).
4. What is the difference between a *good* social media post and a *bad* one?
5. Why is a "referral" from a friend more powerful than an advert?

Assignment:

1. Define Marketing and Customer Referrals.
2. Describe a simple "Refer-a-Friend" program.
3. You are opening a new Nail Art salon. Which social media platform would be *best* for you, and *what kind of content* would you post?
4. What is the *most important* thing to do on WhatsApp Business to promote your services? (e.g., use the Catalog feature, post to Status).
5. Create a simple 3-step marketing plan for a new Barbing Salon.

WEEK 6: SETTING UP A BEAUTY BUSINESS



Content: (I) Steps, capital, and salon layout.

Performance Objectives: By the end of this lesson, students should be able to:

1. List the five (5) key steps for *legally* and *physically* setting up a salon.
2. Define "Capital" and list three (3) potential sources.
3. Explain the importance of "Location" for a salon.
4. Design a simple, functional layout for a small salon, including key zones.
5. Differentiate between "Equipment" and "Consumables."

Lesson Content:

This lesson combines the "Entrepreneurship" (Term 2, Week 9) and "Branding" (Term 3, Week 3) topics into a practical, step-by-step guide.

1. What is "Capital"?

- **Definition:** Capital is the *money* or *assets* (like equipment) that you need to *start* your business.
- **Startup Capital:** The money needed to open the doors (e.g., money for rent, chairs, tools).
- **Sources of Capital:**
    1. **Personal Savings:** (The *best* way) Using money you saved yourself.
    2. **Friends & Family:** Borrowing from relatives (often interest-free).
    3. **Loans/Credit:** Borrowing from a bank (Microfinance Bank) or cooperative. This requires a *Business Plan*.

2. Steps in Setting Up the Business

- **Step 1: The Plan & Capital (Re-cap)**
    - Have your *Business Plan* ready.
    - Secure your *Capital*.
- **Step 2: Business Registration**
    - To be a professional, you must be *legal*.
    - Register your "Business Name" with the **CAC (Corporate Affairs Commission)**. This makes you an official business.
- **Step 3: Location**
    - This is one of the most important decisions.
    - **Factors to consider:**
        - **Visibility:** Is it on a busy street where people can *see* it?
        - **Accessibility:** Is it easy to get to? Is there parking?
        - **Target Market:** Is it located *near* your target clients? (e.g., a salon near a university or a market).
        - **Cost:** The *rent* must be affordable (part of your Fixed Costs).

- **Step 4: Salon Layout (Design)**
    - The *flow* of the salon must be logical, clean, and professional.
    - **Key Zones:**

1. **Reception/Waiting Area:** The "first impression." Must be clean, with comfortable seating and a clear price list.
2. **Styling Stations:** The main work area, with a mirror, chair, and tool storage for each stylist.
3. **Wash Area (Backwash):** Sinks for washing hair. Must be *separate* from the styling/drying area to keep the floor dry.
4. **Dryer Area:** A quieter corner for hooded dryers.
5. **Dispensary/Storage:** A secure, clean "store" for mixing chemicals (dyes, relaxers) and storing *inventory* (products).
6. **Restroom:** Must be clean.

- **Step 5: Purchasing (Equipment vs. Consumables)**
    - **Equipment (Capital Cost):** The *long-lasting* items you buy *once*.
        - *Examples:* Styling chairs, mirrors, wash basins, hooded dryers, clippers.
    - **Consumables (Variable Cost):** The *stock* (inventory) that you *use up* and *replace* regularly.
        - *Examples:* Shampoos, conditioners, relaxers, cotton wool, hair dyes, nail polish.

Evaluation:

1. What is "Capital," and what are three (3) sources for it?
2. What does "CAC" stand for, and why is it important?
3. List three (3) important factors to consider when choosing a salon *location*.
4. What is the difference between "Equipment" and "Consumables"?
5. List three (3) key "zones" that should be in a good salon layout.

Assignment:

1. Define Startup Capital, Equipment, and Consumables.
2. Why is a good *location* so important for a salon's success?
3. What is the *first* area a client sees in your salon, and why is it so important? (Reception).
4. Get a piece of paper. Draw a *simple, functional layout* (a floor plan) for a small salon. You *must* label these 5 zones: (1) Reception/Waiting, (2) Styling Stations (2 chairs), (3) Wash Area, (4) Dryer Area, (5) Restroom.
5. List five (5) pieces of *Equipment* and five (5) types of *Consumables* you would need to buy to start your salon.

WEEK 8: HEALTH AND SAFETY IN THE SALON



Content: (I) First aid (II) Hygiene practices.

Performance Objectives: By the end of this lesson, students should be able to:

1. Define "Health and Safety" as it applies to a salon.
2. List the three (3) main types of hazards in a salon (Chemical, Physical, Biological).
3. Describe the correct procedure for handling a minor *cut* (First Aid).
4. Describe the correct procedure for handling a *chemical burn* or *eye splash* (First Aid).
5. Explain the "Sanitation vs. Disinfection" rule as the core of salon hygiene.

Lesson Content:

1. Why is Salon Safety Important?

- A salon is full of potential **hazards** (dangers). As a professional, your *first* responsibility (even before making someone beautiful) is the **health and safety** of your clients and yourself.
- This is known as **Occupational Health and Safety (OHS)**.

2. The Three Main Salon Hazards

1. **Biological Hazards:**
    - *What:* Germs (Bacteria, Fungi, Viruses).
    - *Source:* Spread by *dirty tools* (combs, clippers, nail files), unwashed hands, or blood.
    - *Result:* Can transmit *lice, ringworm, pink eye (conjunctivitis), staph infections,* or *blood-borne viruses (Hepatitis)*.
2. **Chemical Hazards:**
    - *What:* The products we use.
    - *Source:* Relaxers (burns), dyes (allergies), powders (dust from acrylic nails), disinfectants (fumes).
    - *Result: Chemical burns* on the scalp/skin, *allergic reactions*, *breathing problems* for the stylist.
3. **Physical Hazards:**
    - *What:* The salon environment and equipment.
    - *Source:* Wet, slippery floors; trailing electrical cords; hot tools (flat irons); sharp tools (scissors).
    - *Result: Slips and falls, electrical shock, burns,* or *cuts*.

3. Hygiene Practices (Preventing Biological Hazards) (Recap from Term 2, Week 4)

- This is the *best* form of first aid—preventing the problem!
- **Sanitation:** *Cleaning* with soap and water to remove visible dirt and hair. (This *removes* germs).

- **Disinfection:** *Killing* the germs with a chemical (like Barbicide or alcohol).
- **Rule:**
    1. *Wash your hands* (or use hand sanitizer) *between every client*.
    2. *Sanitize* all non-electrical tools (combs, brushes) *after every use*.
    3. *Disinfect* all tools that may have touched skin (clippers, tweezers).
    4. *Never* reuse a tool (like a nail file or wax stick) that has touched broken skin or blood. *It must be thrown away*.

4. First Aid for Common Salon Accidents

- **What is First Aid?** The *immediate* help given to a victim of an accident *before* professional medical help arrives.
- Every salon *must* have a **First Aid Kit** (containing gloves, antiseptic wipes, bandages/plasters, sterile gauze).
- **A. Handling a Minor Cut (e.g., from clippers or scissors):**
    1. **STOP** the service.
    2. Put on *disposable gloves* (to protect yourself).
    3. *Wash* the cut with soap and cool water.
    4. *Apply pressure* with a clean cloth or sterile gauze to stop the bleeding.
    5. *Clean* the wound with an *antiseptic wipe*.
    6. *Cover* the cut completely with a *plaster (bandage)*.
    7. *Safely dispose* of any blood-stained materials in a sealed plastic bag.
    8. *Disinfect* all tools that touched the blood.
- **B. Handling a Chemical Burn (e.g., from relaxer):**
    1. **Immediately RUSH** the client to the wash basin.
    2. **Flush** the affected area (e.g., scalp, ear, skin) with *cool* (not cold) running water for at least **10-15 minutes** to wash all the chemical off.
    3. *Apply* a neutralizing solution (like the shampoo) if available.
    4. *Do not* apply any creams or oils. Cover with a loose, sterile bandage.
    5. Recommend the client sees a doctor.
- **C. Handling a Chemical Splash in the Eye:**

1. **CRITICAL EMERGENCY.** Lead the client *immediately* to an eye-wash station or sink.
2. *Tilt* their head so the *affected eye* is *down*.
3. **Flush** the open eye with clean, lukewarm water for **15-20 minutes**. Make sure the water runs *away* from the *other* eye.
4. *Cover* the eye loosely with sterile gauze.
5. **Send them to the hospital immediately.**

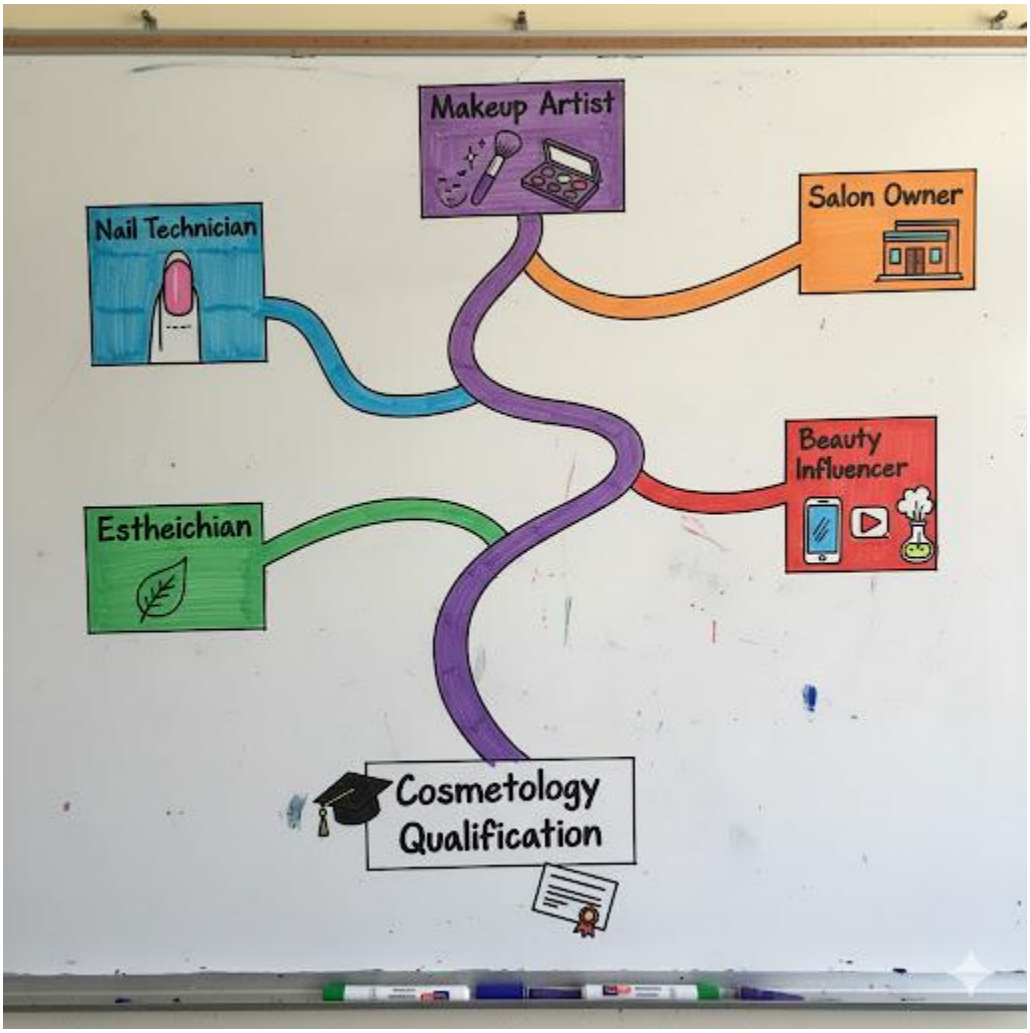
Evaluation:

1. What is "OHS" (Occupational Health and Safety)?
2. List the three (3) main types of hazards in a salon.
3. What is the difference between "sanitation" and "disinfection"?
4. What is the *first* thing you should do if you accidentally *cut* a client?
5. What is the *first* and *most important* step for a *chemical splash in the eye*?

Assignment:

1. Define First Aid, and list five (5) items that must be in a salon's First Aid Kit.
2. A client's scalp starts to "sting" and "burn" while you are applying a relaxer. What do you do? (List the steps).
3. Describe the step-by-step procedure for handling a minor cut on a client's finger.
4. What is a *biological hazard*? Give one example of how it can be spread in a salon.
5. What is a *physical hazard*? Give one example (and its prevention).

WEEK 9: BEAUTY CAREER OPPORTUNITIES



Content: (I) Career paths in cosmetology.

Performance Objectives: By the end of this lesson, students should be able to:

1. List at least five (5) distinct career paths in the beauty industry.
2. Differentiate between a "General Cosmetologist" and a "Specialist."
3. Explain the role of a "Makeup Artist" (MUA).
4. Explain the role of an "Esthetician" (Skin Therapist).
5. Identify the career path they find most interesting and explain why.

Lesson Content:

1. The Cosmetology Industry The "beauty industry" is a massive, multi-billion dollar global industry. A qualification in cosmetology opens up many different career paths, not just working in a salon.

2. Key Career Paths

- **1. General Cosmetologist / Hairdresser:**
  - *What they do:* The "all-rounder." They provide a wide range of services, including hair cutting, styling, coloring, relaxing, and basic skin/nail care.
  - *Where they work:* Local salons, hotels, spas.
- **2. Specialist / Niche Technician:**
  - *What they do:* An "expert" who focuses on *one* specific skill. This often leads to higher pay and a better reputation.
  - *Examples:*
    - **Barber:** Specializes *only* in cutting, shaving, and grooming male hair.
    - **Braid/Natural Hair Specialist:** An expert in all types of braids, twists, locs, and natural hair care.
    - **Nail Technician (Nail Tech):** Specializes *only* in manicures, pedicures, nail art, and nail extensions.
- **3. Makeup Artist (MUA):**
  - *What they do:* Uses makeup to transform a client's appearance.
  - *Specialties:*
    - *Bridal MUA:* (For weddings) - Very profitable.
    - *Theatrical/Film MUA:* (For Nollywood/movies) - Uses special effects (SFX) makeup (e.g., fake blood, old-age wrinkles).
    - *Fashion MUA:* (For magazines/runways) - Creates bold, artistic looks.
- **4. Esthetician (Skin Care Therapist):**
  - *What they do:* A licensed specialist in *skin*. They do *not* do hair or makeup.
  - *Services:* Advanced facials, exfoliation (chemical peels), extractions (acne), hair removal (waxing), and advanced skin treatments.
  - *Where they work:* Spas, medical clinics ("Medi-Spas"), dermatology offices.

- **5. Beauty Entrepreneur (Salon Owner):**
    - *What they do:* (Week 6 & 9, Term 2) Uses their skills and business knowledge to *open and manage* their own salon or spa. This moves you from "employee" to "employer."
- **6. Other Industry Careers:**
    - **Beauty Brand Owner:** (Week 3) Creating and selling your *own* line of products.
    - **Beauty Educator/Teacher:** (Like your teacher) Teaching cosmetology skills in a school.
    - **Beauty Blogger / Influencer:** (Week 4) Using social media to build a brand, review products, and teach online.

Evaluation:

1. What is the difference between a "General Cosmetologist" and a "Specialist"?
2. What is the name for a specialist who focuses *only* on skin care? (Esthetician).
3. What is the name for a specialist who focuses *only* on nails? (Nail Technician).
4. List two (2) different types of Makeup Artists (MUAs).
5. What is the job of a "Beauty Educator"?

Assignment:

1. List five (5) different career paths in cosmetology.
2. What is an "Esthetician"? What services do they perform?
3. What is a "Nail Technician"? What services do they perform?
4. What are the advantages of becoming a "Specialist" (e.g., just a Barber) instead of a "General Cosmetologist"?
5. Which of the careers discussed today sounds the *most* interesting to you, and *why*?

WEEK 10: PROJECT WORK



Content: (I) Group salon or beauty product design project.

Performance Objectives: By the end of this lesson, students should be able to:

1. Work effectively in a group to brainstorm a business concept.
2. Combine skills from the *entire term* (branding, marketing, setup) into one project.
3. Create a "Brand Identity" (logo, colors) for their chosen project.
4. Create a "Marketing Plan" (social media, referrals) for their project.
5. Present their final project to the class.

Lesson Content:

1. The Final JSS3 Project: "My Beauty Business"

- **Objective:** This is a capstone project that combines all the business-related topics you have learned. Your group will create a *full concept* for a new beauty business (salon or product line).
- **Task:** You will present this concept in a "pitch" (a short presentation) to the class, using a poster or PowerPoint slides.

2. Project Components (What your group must prepare):

- **Part 1: The Brand (Week 3)**
    - **Business Name:** (e.g., "Kemi's Kinks," "Naija Nail Bar," "Glow-Up Makeup Studio").
    - **Niche:** What is your specialty?
    - **Brand Identity:** What are your *Colors* and *Fonts*?
    - **Logo:** A simple design.
- **Part 2: The Service/Product (Week 2 & 9)**
    - What *exactly* are you selling? (e.g., "We offer 10 types of nail art," "We sell 3 types of herbal face masks").
    - If it's a *product*, what are the *key ingredients*?
    - If it's a *service*, what is the *price*?
- **Part 3: The Price (Week 10, Term 2)**
    - Show a sample calculation for *one* of your services/products.
    - Cost of Service (CoS) + Labor/Overhead + Profit = Final Price
- **Part 4: The Marketing Plan (Week 4)**
    - **Social Media:** Which platform? What will you post? (Show a *mock post*).
    - **Referral Program:** What is your "Refer-a-Friend" offer?
- **Part 5: Salon Layout (Week 6) & Ethics (Week 8)**
    - (If it's a salon) Show a simple *floor plan* (layout).
    - (For all) What is your #1 *ethical rule*? (e.g., "Our salon is 100% confidential," "We are 100% honest about our ingredients").

3. Group Work Session:

- (Students will spend the lesson in their groups, assigning tasks and building their presentations. The teacher will circulate to help).
- **Tasks:**
    - *Designer:* Creates the logo and poster/slides (using Canva).
    - *Accountant:* Calculates the sample pricing (CoS).
    - *Marketer:* Designs the social media post and referral program.
    - *Manager/Presenter:* Organizes the presentation and ethics.

4. Final Presentation:

- (This can be done in Week 10 or Week 11).
- Each group gives a 5-10 minute presentation.
- The class will "judge" which business concept is the strongest.

Evaluation: (This is a practical evaluation of the group projects, based on the following criteria):

1. **Brand Identity:** Is the logo/name/colors clear and professional?
2. **Concept:** Is the business idea (niche) clear and well-thought-out?
3. **Pricing:** Is the pricing logical (based on CoS)?
4. **Marketing:** Is the marketing plan realistic?
5. **Presentation:** Was the group organized, confident, and clear?

Assignment:

1. Finalize all components of your group project (logo, price list, marketing plan, etc.).
2. Create your final presentation (poster or slides).
3. Practice your 5-10 minute group presentation.
4. Prepare to answer questions about your business (e.g., "Who is your competition?" "Why did you choose that price?").

5. Individually, write one paragraph explaining *your specific role* in the group project and what you contributed.

WEEK 11: REVISION



Content: Review of term's work and BECE preparation.

Note: This week is dedicated to a comprehensive review of all topics covered in the Third Term, as well as a final review of JSS1-JSS3 in preparation for the **Basic Education Certificate Examination (BECE)**.

Term 3 Revision Checklist:

1. **Review of Term 2 (Week 1):** Customer Care (L.E.A.R.N.), Ethics (Confidentiality), Entrepreneurship (Fixed/Variable Costs), Pricing (CoS).

2. **Product Knowledge (Week 2):** *Safe* ingredients (Shea Butter, Hyaluronic Acid) vs. *Harmful* (Hydroquinone, Mercury, Sulfates).
3. **Branding (Week 3):** Brand (Reputation) vs. Brand Identity (Logo, Colors). Packaging and Labeling.
4. **Marketing (Week 4):** Social Media (Instagram, WhatsApp) and Customer Referrals (Word-of-Mouth).
5. **Business Setup (Week 6):** Capital (sources), Legal (CAC), Location (visibility), Layout (zones), Equipment vs. Consumables.
6. **Health & Safety (Week 8):** 3 Hazards (Biological, Chemical, Physical). First Aid (Cuts, Chemical Burns, Eye Splash). Sanitation vs. Disinfection.
7. **Careers (Week 9):** Specialist (Esthetician, Nail Tech, MUA) vs. Generalist.

BECE "Must-Know" Topics (JSS1 - JSS3):

- **Hygiene & Safety:** This is the *most important* topic. (Sanitation, Disinfection, Sterilization, First Aid).
- **Tools:** Manual vs. Electrical (names and functions).
- **Skin:** The 4 types (Normal, Dry, Oily, Combination) and their care.
- **Hair:** The 4 types (Straight, Wavy, Curly, Coily) and their care.
- **Basic Procedures:** Steps for a Facial, Manicure, Pedicure.
- **Chemical Hair:** Relaxing (Basing, Neutralizing) and Coloring (Patch Test).
- **Styling:** Braiding, Sew-in Weaves.
- **Business:** Ethics (Confidentiality), Customer Care (L.E.A.R.N.), Pricing (CoS).

Activity:

- BECE Mock Quiz. (Teacher asks rapid-fire questions from all JSS1-JSS3 topics).
- Final Q&A session for any difficult topics.