

I. COURSE DESCRIPTION:

This course will enable the apprentice to communicate effectively with clients and co-workers. Customer service strategies will develop the skills to meet individual needs and a loyal client base.

II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE:

Upon successful completion of this course, the student will demonstrate the ability to:

1. Conduct an efficient and effective client consultation.Potential Elements of the Performance:

- Establish professional rapport with client
- Determine service plan to be recommended
- Elicit salon service needs and preferences from client
- Summarize needs and preferences for client
- Recommend service solution and establish price
- Obtain client consent
- Document client information in salon records

2. Apply relevant knowledge of anatomy to the design and performance of client services.Potential Elements of the Performance:

- Describe the anatomical features of the head as they relate to client services
- Analyze visual attributes of the client, such as head, face and body size and shape

3. Describe the properties of the hair and scalp.Potential Elements of the Performance:

- Identify structures of skin
- Define functions of skin
- Identify structure of hair
- Define stages of hair growth

- **Analyze physical attributes of client's hair:**
 - o diameter
 - o density and distribution
 - o colour
 - o curl
 - o condition
 - o growth pattern
 - o cowlick and whorl

Analyze relationships between hair services and client attributes

III. TOPICS:

1. Client Consultation and Hair Analysis skills
2. Properties of Scalp and Hair
3. Anatomy in relation to hairstyling and cutting designs

IV. REQUIRED RESOURCES/TEXTS/MATERIALS:

Milady Textbook
Milady Theory and Practical Workbooks
Pivot Point Textbook
Pivot Point Study Guide
Pens, paper and binder

V. EVALUATION PROCESS/GRADING SYSTEM:

Theory	
Quizzes and Reviews	50%
Assignments	50%
Practical	
Mannequin work	80%
Client services	20%

Students must achieve a minimum of 50% in each component to pass the course and meet Ministry and program standards.

The following semester grades will be assigned to students:

Grade	<u>Definition</u>	<i>Grade Point Equivalent</i>
A+	90 – 100%	4.00
A	80 – 89%	

B	70 - 79%	3.00
C	60 - 69%	2.00
D	50 – 59%	1.00
F (Fail)	49% and below	0.00
CR (Credit)	Credit for diploma requirements has been awarded.	
S	Satisfactory achievement in field /clinical placement or non-graded subject area.	
U	Unsatisfactory achievement in field/clinical placement or non-graded subject area.	
X	A temporary grade limited to situations with extenuating circumstances giving a student additional time to complete the requirements for a course.	
NR	Grade not reported to Registrar's office.	
W	Student has withdrawn from the course without academic penalty.	

If a faculty member determines that a student is at risk of not being successful in their academic pursuits and has exhausted all strategies available to faculty, student contact information may be confidentially provided to Student Services in an effort to offer even more assistance with options for success. Any student wishing to restrict the sharing of such information should make their wishes known to the coordinator or faculty member.

VI. SPECIAL NOTES:

Attendance:

Sault College is committed to student success. There is a direct correlation between academic performance and class attendance; therefore, for the benefit of all its constituents, all students are encouraged to attend all of their scheduled learning and evaluation sessions. This implies arriving on time and remaining for the duration of the scheduled session. All missed class hours are to be made up prior to the end of each semester.

VII. COURSE OUTLINE ADDENDUM:

The provisions contained in the addendum located in D2L and on the portal form part of this course outline.