



**Coimisiún na Scrúduithe Stáit**  
**State Examinations Commission**

**Leaving Certificate Applied 2013**

**Marking Scheme**

**Hair & Beauty**

**Common Level**

## **Note to teachers and students on the use of published marking schemes**

Marking schemes published by the State Examinations Commission are not intended to be standalone documents. They are an essential resource for examiners who receive training in the correct interpretation and application of the scheme. This training involves, among other things, marking samples of student work and discussing the marks awarded, so as to clarify the correct application of the scheme. The work of examiners is subsequently monitored by Advising Examiners to ensure consistent and accurate application of the marking scheme. This process is overseen by the Chief Examiner, usually assisted by a Chief Advising Examiner. The Chief Examiner is the final authority regarding whether or not the marking scheme has been correctly applied to any piece of candidate work.

Marking schemes are working documents. While a draft marking scheme is prepared in advance of the examination, the scheme is not finalised until examiners have applied it to candidates' work and the feedback from all examiners has been collated and considered in light of the full range of responses of candidates, the overall level of difficulty of the examination and the need to maintain consistency in standards from year to year. This published document contains the finalised scheme, as it was applied to all candidates' work.

In the case of marking schemes that include model solutions or answers, it should be noted that these are not intended to be exhaustive. Variations and alternatives may also be acceptable. Examiners must consider all answers on their merits, and will have consulted with their Advising Examiners when in doubt.

## **Future Marking Schemes**

Assumptions about future marking schemes on the basis of past schemes should be avoided. While the underlying assessment principles remain the same, the details of the marking of a particular type of question may change in the context of the contribution of that question to the overall examination in a given year. The Chief Examiner in any given year has the responsibility to determine how best to ensure the fair and accurate assessment of candidates' work and to ensure consistency in the standard of the assessment from year to year. Accordingly, aspects of the structure, detail and application of the marking scheme for a particular examination are subject to change from one year to the next without notice.



# Coimisiún na Scrúduithe Stáit State Examinations Commission

*Leaving Certificate Applied 2013*

Total Mark

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## Vocational Specialism – Hair and Beauty (240 marks)

Credit

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**Tuesday, 11 June**

**Morning 11.30 to 1.00**

### *Directions to Candidates*

1. Write your EXAMINATION NUMBER in this space:
2. WRITE ALL ANSWERS INTO THIS ANSWER BOOK.
3. Candidates must attempt **FOUR** questions.  
One question from **each** of the four sections.
4. Each question carries 60 marks.

### Marking Scheme

*For the Superintendent only*

**Centre Stamp**

<i>For the Examiner only</i>			
1. Total of end of page totals.		Question	Mark
2. Aggregate total of all disallowed questions.		1	
3. Total mark awarded (1 minus 2).		2	
4. Bonus mark for answering through Irish.		3	
5. Total mark awarded if Irish Bonus. (3 + 4)		4	
6. Credit.		5	
Note: The mark in row 3 must equal the mark in the <b>Total</b> box.		6	
		7	
		8	
		<b>TOTAL</b>	

## *Credit Descriptors*

<b>11 – 12 Credits</b>	<ul style="list-style-type: none"><li>• Four answers given are detailed and demonstrate an <b>excellent</b> knowledge</li><li>• Answers are expressed clearly and succinctly using appropriate vocabulary</li><li>• Consistently excellent standard</li></ul>
<b>9 – 10 Credits</b>	<ul style="list-style-type: none"><li>• The answers contain a <b>very high level</b> of knowledge and detail</li><li>• They are very effectively organised and demonstrate a high level of communication skills</li><li>• Very high standard</li></ul>
<b>7 – 8 Credits</b>	<ul style="list-style-type: none"><li>• The answers contain a <b>good level</b> of detail and are adequately organised</li><li>• Communication is good and of above average standard</li></ul>
<b>5 – 6 Credits</b>	<ul style="list-style-type: none"><li>• The answers contain a <b>reasonable level</b> of detail and are adequately organised</li><li>• Communication is acceptable</li></ul>
<b>3 – 4 Credits</b>	<ul style="list-style-type: none"><li>• The answers contain a <b>very low level</b> of detail and are poorly organised</li><li>• Communication is poor and often lacks focus.</li></ul>
<b>1 – 2 Credits</b>	<ul style="list-style-type: none"><li>• The answers contain a <b>very low level</b> of detail</li><li>• The answers are ineffectively communicated and lack subject information</li></ul>
<b>0 Credit</b>	<ul style="list-style-type: none"><li>• The answers are largely <b>devoid</b> of relevant information.</li><li>• Unacceptable standard of communication</li></ul>

## Section 1 – Salon and Customer Care

(Attempt Question 1 or Question 2 from this section, each question carries 60 marks)

1. (a) Identify **four** tasks / services carried out by a hairdresser. (12 marks)  
4 @ 3 marks each

---

*\*Hair and scalp analysis \*Client consultation / advice \*Client record keeping*

---

*\*Protecting clients clothing \*Shampooing hair \*Conditioning hair*

---

*\*Carrying out head massages \*Blow-drying hair \*Cutting hair \*Setting hair*

---

*\*Styling hair \*Perming hair \*Colouring hair \*Straightening hair*

---

*\*Disinfecting / sterilising equipment \*Stock taking \*Creating retail displays*

---

*\*Reception duties \*Answering phones \*Making appointments \*Selling products*

---

*\*Offering refreshments to clients \*Training juniors \*etc.*

---

- (b) Outline **two** different ways that a person could train to become a hairdresser. (12 marks)  
6, 3 or 0 marks

---

*\*Apply for a position as an apprentice in a salon. \*Learn on the job through*

---

*practical experience. \*Attend classes provided on site after work or classes*

---

*on a part time basis in college*

6, 3 or 0 marks

---

*\*Attend college \*Complete a hairdressing course*

---

*\*Course that may include work experience*

---

- (c) Identify **four** different job opportunities in hairdressing. (12 marks)  
4 @ 3 marks each

---

*\*Working as a hair stylist in a salon \* Open salon or own hairdressing business*

---

*\*Specialist colourist in a salon or for a salon chain*

---

*\*Mobile hairdresser \* Work from home*

---

*\*Working on a cruise liner*

---

*\*Sales representative for hairdressing products*

---

*\*Tutor in a hairdressing college*

---

*\*Journalist - writing articles for magazines etc.*

---

- (d) How can hairdressers stay up-to-date in their profession? Suggest **four** methods. (12 marks)

**4 methods @ 3 marks each**

---

*\*Attend refresher courses*

---

*\*Enter hairdressing competitions*

---

*\*Follow articles in magazines etc.*

---

*\*Attend trade shows*

---

*\*Follow hair blogs/internet sites*

---

*\*Join a hairdressing federation*

---

*\*Become a people / celebrity watcher*

---

*\*Chat to / observe fellow professionals*

- (e) Outline **four** ways that a hairdresser can demonstrate professionalism when dealing with clients. (12 marks)

**4 ways @ 3 marks each**

---

*\*Be polite and respectful*      *\*Ask the client what they want – don't presume*

---

*\*Look after the client – take their coat, offer refreshments, magazines etc.*

---

*\*Listen attentively*      *\*Be discreet*      *\*Observe confidentiality*

---

*\*Don't leave clients records lying around*

---

*\*Don't discuss information shared with you with other clients*

---

*\*Don't discuss other staff members with clients*

---

*\*Be well groomed, fresh breath etc.*      *\*Have a tidy / clean work station ready*

---

*for the client*

2. (a) Give **four** reasons why salon hygiene is important. (12 marks)  
**4 reasons @ 3 marks each**

---

*\*To prevent cross infection / transfer of infection*

---

*\*Responsibility to clients and colleagues*

---

*\*To prevent staff and clients from becoming ill unnecessarily*

---

*\*Important that the salon looks good and is presentable*

---

*\*A hygienic environment creates client confidence and trust*

---

---

- (b) Identify **four** ways that cross infection can take place in a salon under **each** heading named below.

Reception area (12 marks)

**4 ways @ 3 marks each**

---

*\*Germs passing from one person to another through close contact between clients*

---

*and staff e.g. shaking hands, taking coats, etc. \* Germs passed via magazines*

---

*\*Airborne diseases spread through sneezing /coughing without using a tissue to*

---

*cover nose / mouth when at the desk \*Germs passed through handling money*

---

*\*Germs spread through multiple users of the telephone mouth piece without regular*

---

*disinfecting \* Chewing/sucking pens that are then used by another staff member*

---

*\*Computer keyboard handled by multiple staff members etc.*

---

Stylist's station (12 marks)

**4 ways @ 3 marks each**

---

*\*Cross infection from cuts and abrasions that are left uncovered by either the client*

---

*or the stylist*

---

*\*Reusing towels and gowns between clients without laundering*

---

*\*Equipment that isn't appropriately cleaned and sterilised*

---

*\*Not enough equipment to sterilise between clients*

---

*\*Nowhere at station to dispose of waste e.g. used tissues*

---

*\*Station not washed down /disinfected regularly \*Hairdresser / client unwell*

---

(c) Explain the difference between a *hand sanitiser* and an *anti-bacterial hand wash*.

Hand sanitiser

(8 marks)

**2 points @ 4 marks each**

---

*\* Idea of a dispenser, plunger, machine to issue a substance.*

---

*\*An antiseptic usually in the form of a gel, foam or liquid.*

---

*\*Used to cleanse the hands when soap and water are not available.*

---

*\*The sanitiser dries while rubbing into the hands.*

---

Anti-bacterial hand wash

(8 marks)

**2 points @ 4 marks each**

---

*\* The idea of a substance washed off the hands.*

---

*\*A hand wash with antibacterial ingredients added to it to kill germs*

---

*\*The hand wash is used with water in the normal way*

---

(d) Write a note on the use of '*Barbicide*'.

(8 marks)

**2 points @ 4 marks each**

---

*\*A disinfectant solution*

---

*\*Used to (disinfect) hairdressing and barbering*

---

*equipment e.g. combs, brushes, and scissors*

---

*\*Items must be (fully) immersed*

---

*\*Items must be left in the solution for the correct  
length of time.*

---

*\*Correct dilution instructions must be followed when making up*

---





## Section 2 – Haircare

(Attempt Question 3 or Question 4 from this section, each question carries 60 marks)

3. (a) Identify **two** advantages and **two** disadvantages of long hair.

Advantages **2 advantages @ 4 marks each** (8 marks)

*\*More options / possibilities for different types of styling*

*\*Styles can range from casual to sophisticated.*

*\*Wide range of hair accessories available for use with long hair*

Disadvantages **2 disadvantages @ 4 marks each** (8 marks)

*\*Takes longer to wash and dry*

*\*Usually costs more for a blow-dry in a salon \*Can be hot and heavy in warm weather*

*\*Can get in the way - needs to be tied up for some jobs / tasks*

(b) Name **three** items of equipment / tools that can be used to style long hair and state the function of **each**. (18 marks)

**Name @ 3 marks**

*\* Fine pins*

Name \_\_\_\_\_

**Function @ 3 marks**

Function \_\_\_\_\_

*\*When doing an up style they help to tuck in ends of hair and create a smooth finish*

**Name @ 3 marks**

*\* Setting rollers*

Name \_\_\_\_\_

**Function @ 3 marks**

Function \_\_\_\_\_

*\*Different sizes help to produce different degrees of curls*

**Name @ 3 marks**

*\*Paddle brush*

Name \_\_\_\_\_

**Function @ 3 marks**

Function \_\_\_\_\_

*\*Used for smoothing out long thick hair when blow-drying*

- (c) Give **two** reasons why a hairdresser might recommend to a client that she washes her hair the day before having an up-style. (8 marks)

**2 reasons @ 4 marks each**

---

*\*To avoid the hair being too slippery*

---

*\*To avoid static*

---

*\*Easier to manage and holds its shape better*

---

- (d) Explain the difference between **each** of the following:

Wig (6 marks)

**6, 3 or 0 marks**

---

*\*A head of hair*

---

*\*Usually covering the entire scalp*

---

*\*Can be used to disguise baldness. \*Also used for fashion purposes*

---

Hair piece (6 marks)

**6, 3 or 0 marks**

---

*\*Add - on pieces of hair to existing hair in different lengths styles and colours*

---

*\*Add - ons include: pony tails, fringes, up-styles, braided hair bands etc.*

---

Hair extensions (6 marks)

**6, 3 or 0 marks**

---

*\*Hair additions secured to the base of the natural hair*

---

*\* Attached using clips, braids or glue*

---

*\*Add length, volume or texture to the hair*

---

4. (a) How can a stylist ensure that he / she carries out a good quality blow-dry for a client?  
Give **four** points. (12 marks)

**4 points @ 3 marks each**

*\*Ensure hair is properly dried so that it holds its style*

*\*Ensure hair is not over dried causing it to be dull or dry*

*\*Use correct brush shape and size to give the desired effect*

*\*Section hair when drying to ensure each section is dry before moving to next*

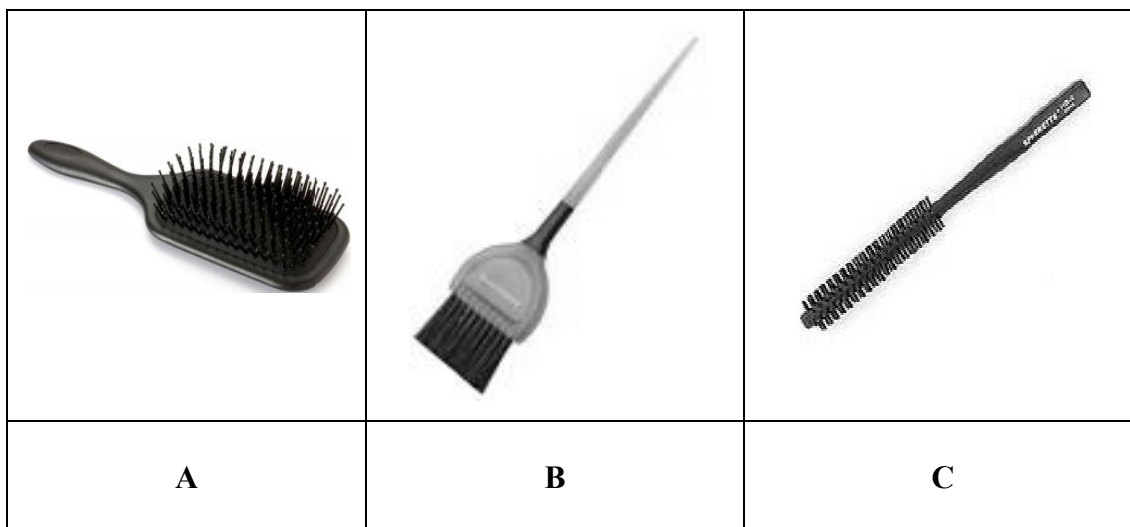
*\*Use styling products and finishing products to give hold and definition*

*\*Allow hair from blow dried section to cool before removing brush so that it will*

*hold its shape longer \*Point the dryer down the hair shaft to avoid frizz*

*\*Lift hair at roots to give volume*

- (b) Below are three different types of brushes used in a salon.  
Select the brush (A, B, or C) that you consider to be suitable for blow-drying *short* hair.  
and give **two** reasons for your selection. (12 marks)



**1 @ 4 marks**

Brush selected (A, B or C)

C

Reasons for selection **2 reasons @ 4 marks each**

e.g.

*\*Good for adding bounce and curl*

*\* You can wrap the hair around it*

*\*Ideal for hard to reach areas such as around the ears*

- (c) Identify **four** safety procedures a hair stylist should observe when using a hair-dryer. (12 marks)

**4 @ 3 marks each**

---

*\*Avoid overheating of the hairdryer by checking that the air filter is free of dust*

---

*\*Ensure the hairdryer is not used near water or with wet hands to avoid electrocution*

---

*\*Avoid trailing flexes that can be a trip hazard*

---

*\*Don't have the heat setting too high as it may burn the clients scalp*

---

*\*Keep the hairdryer moving over the scalp to avoid burns caused by staying too*

---

*long on the one spot*

---

- (d) Suggest **four** measures that a client can take after leaving a salon to ensure that their blow-dry lasts. (12 marks)

**4 @ 3 marks each**

---

*\*Stay out of the rain. Keep hair covered*

---

*\*Wear a shower cap when showering/bathing. \*Avoid swimming.*

---

*\*Avoid brushing as much as possible*

---

*\*Keep hands away from hair to minimise excess grease*

---

*\*Cover hair with scarf when pulling tight clothes over head*

---

*\*Sleep on a pillowcase tied with a silk scarf*

---

- (e) Explain **each** of the following:

Twelve week blow-dry **2 points@ 3 marks each** (6 marks)

---

*\*The hair receives a special keratin based treatment in a salon.*

---

*\*Once you have had the treatment you no longer need to take a long time blow-drying or straightening hair as it is much easier to manage.*

---

*\*The treatment wears off after 12 weeks.*

Moroccan oil treatment **2 points@ 3 marks each** (6 marks)

---

*\*Oil applied after shampooing and conditioning the hair - it absorbs instantly*

---

*\*It results in a silky and shiny finish to the hair.*

---

*\*It can revive and hydrate damaged hair.*

---

## Section 3 – Beautycare

(Attempt Question 5 or Question 6 from this section, each question carries 60 marks)

5. (a) Suggest **four** reasons why *lip care* is important. (12 marks)

**4 reasons @ 3 marks each**

*Lips are exposed to the elements so need to be protected to prevent them from burning  
or becoming chapped*

*Constant licking of lips causes them to become dry or sore*

*Lips that are dry / chapped look and feel unpleasant*

*Lips need to be smooth in order for lip make-up to apply evenly and look well*

(b) Identify **two** effects of smoking on the lips and mouth. (6 marks)

**2 effects @ 3 marks each**

*Wrinkles around the mouth      \*Premature ageing      \*Dry / chapped lips*

*Staining / darkening of the lips from the nicotine*

*Bad breath      \*Discoloured teeth      \*Oral cancer*

(c) Outline the purpose of **each** of the following products:

**1 point@ 4 marks**

Lip balm (4 marks)

*An ointment used on lips to help keep them moist      \* Improves appearance*

*It helps to aid the healing of sores and cracks      \* Makes more appealing for kissing*

**1 point@ 4 marks**

Lip exfoliator (4 marks)

*It aids the removal of dead skin cells so that lips are smooth*

*It helps to remove flaking skin which results in peeling / chapped lips*

**1 point@ 4 marks**

Lip liner (4 marks)

*It prevents lipstick colour from bleeding outside the lip line*

*It helps to fix flaws in the natural shape of lips      \* Defines shape*

- (d) Suggest **four** factors that should be considered when shopping for a lip colour product. (12 marks)

**4 factors @ 3 marks each**

---

*\*Type of lip colour product e.g. lipstick, balm, gloss etc.*

---

*\*Type of effect required e.g. matt, gloss, cream, pearl*

---

*\*Preferred brand if any \* Suit skin type*

---

*\*When product will be used e.g. evening event, work etc.*

---

*\*Colour match required e.g. to match outfit \*Budget available*

---

*\*Recommendations e.g. from a friend, magazine review etc.*

---

*\*Previous experiences and preferences*

- (e) Discuss lipsticks under the headings given below. Give **two** points under **each** heading.

Hygiene when trying out lipsticks at a cosmetics counter (6 marks)

**2 points @ 3 marks each**

---

*\*Using a lipstick that has been used by others can result in infections being passed on*

---

*\*Never apply lipsticks directly to the lips. \*Use a disposable brush /cotton bud to test the colour. \*When buying the lipstick check that it is sealed / unopened.*

Care and storage of lipsticks (6 marks)

**2 points @ 3 marks each**

---

*\*Store with lid closed after use and with the lipstick twisted down to the end of the tube*

---

*\*Store in cool dry place away from direct sunlight \*Avoid fluctuations of temperature*

---

*\*In hot conditions store in the fridge \* Use within date*

---

*\*Don't touch lipstick with your hands as this introduces germs and reduces the life of the lipstick*

---

*\*Keep sealed and don't open the packaging of new lipsticks until you really need to*

Getting maximum use from a lipstick (6 marks)

**2 points @ 3 marks each**

---

*\*When lipsticks get low use a lipstick brush to get the remaining lipstick out of the tube*

---

*\*Store properly so that the lipstick doesn't melt, dry out or break*

---

*\*Instead of buying lots of lipsticks try mixing the lipsticks you have to mix/create new colours*

6. (a) Identify **four** different services that are usually offered by a nail bar / nail salon. (12 marks)

**4 services @ 3 marks each**

---

*\*Manicures*

*\*Gel nails*

---

*\*File and paint*

*\*Acrylic nails*

---

*\*Nail art*

*\*Nail repairs*

---

- (b) Suggest **four** reasons why nail services are popular. (12 marks)

**4 reasons @ 3 marks each**

---

*\*Greater availability of nail bars in shopping centres / department stores*

---

*\*Nail salons sell loyalty cards, offers etc which bring clients back*

---

*\*Magazine advertising and articles promote products and services*

---

*\*Clients want to keep up with nail fashions e.g. varnish types and colours*

---

*\*Clients want their nails and hands to look well \* Considered a treat*

---

*\*Services such as 'the three week manicure' take a lot of the hard work out of looking after nails*

---

- (c) Identify **four** factors that should be considered before having nail art carried out. (12 marks)

**4 factors @ 3 marks each**

---

*\*The purpose of the nail art e.g. are you going to a particular themed event*

---

*\* The salon where you will have the nail art done*

---

*\*The skill of the nail art technician*

---

*\*How long it will take to apply*

---

*\*What is in fashion*

---

*\*The cost of the nail art and how the price varies depending on what you have done*

---

*\*How easy /difficult will the nail art be to look after afterwards*

---

- (d) Below is a photograph of a nail art design that a client has selected for a formal event. List the materials and tools needed **and** describe how you would create the nail art design.



Materials and tools (4 marks)

**4 @ 1 mark each**

---

*\*Base coat      \*Top coat      \*Black varnish*

---

*\*Self adhesive striping tape      \*Small scissors      \*Orangewood stick*

---

How to create the nail art design (8 marks)

**4 steps @ 2 marks each, sequence should be correct**

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*\*File   \* Push back cuticle   \* Apply cuticle cream (Maximum 4 marks for preparation)*

---

*\*Apply a coat of basecoat      \* Apply two coats of black varnish*

---

*\*Wait for varnish to dry*

---

*\*Apply striping tape by laying across the nail and cutting at the edge of the nail.*

---

*\*Make sure tape doesn't extend beyond the nail edge or it will catch in clothes later*

---

*\*Manoeuvre tape and press down with the orangewood stick   \*Repeat on each nail*

---

*\*Seal with one or two coats of top coat*

---

- (e) Suggest **four** tips that you could give the client on maintaining and prolonging the life of nail art. (12 marks)

**4 tips @ 3 marks each**

---

*\*Protect nails by wearing gloves e.g. when doing housework, gardening etc.*

---

*\*Avoid putting hands in water for any length of time e.g. bathing, washing up etc.*

---

*\*Apply a top coat every few days to prevent the nail art from chipping*

---

*\*Do not use the nails as tools*

---

*\*Avoid picking at the nail art      \* Avoid biting nails*

---

*\*Apply cuticle oil daily to keep the cuticles looking well and prevent them from becoming dry*

---



## Section 4 - Bodycare

(Attempt Question 7 or Question 8 from this section, each question carries 60 marks)

7. (a) Suggest **two** reasons for wearing glasses. (8 marks)

**2 reasons @ 4 marks each**

---

*\*To improve / correct vision \*To relieve headaches*

---

*\*To relieve eye strain \*Worn as a fashion accessory*

---

(b) Why is it important to have a regular eye test? Give **two** reasons. (8 marks)

**2 reasons @ 4 marks each**

---

*\* To identify if you need to wear glasses*

---

*\*To determine if your prescription is up to date*

---

*\*To identify early stages of eye disease e.g. glaucoma or cataracts*

---

(c) How often is it recommended that a person should have an eye test? (4 marks)

**1 @ 4 marks**

*\*Every two years (Accept 18 – 30 months)*

---

(d) What is eye strain? (12 marks)

**1 @ 4 marks**

---

*\* Overuse of the eyes without giving them enough time to relax in between use*

---

*\* Tiredness of eyes \* Damage to eyes by certain activities*

---

Give **two** common causes of eye strain.

**2 causes @ 4 marks each**

---

*\*Extended use of a computer or digital device*

---

*\*Reading for extended periods of time*

---

*\*Exposure to bright light or glare*

---

*\*Straining to see in dim light*

---

*\*Periods of intense focus e.g. driving a car*

---

*\*Reading without glasses when glasses are needed*

---

- (e) Outline **two** ways that eye infections can be spread. (8 marks)  
**2 ways @ 4 marks each**

*\*Hand to eye contact      \*Touching eyes and not washing hands regularly enough*

*\*Sharing towels      \*Sharing eye-make up*

*\*Poor eye hygiene when using contact lenses*

- (f) Identify **four** different activities where eye protection should be used. (12 marks)  
**4 activities @ 3 marks each**

*\*Wood work*

*\*Welding*

*\*Gardening*

*\*Laser treatments*

*\*Working with chemicals*

*\*Sports*

*\*Exposure to sun*

- (g) Name **two** different types of eye protection. (8 marks)  
**2 types @ 4 marks each**

*\*Goggles e.g. welding goggles, swimming goggles      \*Visor      \*Face shield*

*\*Sunglasses      \*Glasses*

8. (a) Outline **four** factors that should be taken into account when *choosing* and *buying* a new perfume. (12 marks)

**4 factors @ 3 marks each**

*\*The different perfume strengths*

*\*The type of application e.g. spray-on or splash-on*

*\*The number of mls in the bottle especially if travelling with it in hand baggage*

*\*The type of scent you like e.g. fruity, musky etc. \*Perfumes you like / have worn before*

*\*Where you wish to wear the perfume e.g. at work, going out socially etc.*

*\*Allergies*

*\*The cost of the perfume*

- (b) Suggest **four** factors that should be considered when *using* and *wearing* perfume. (12 marks)

**4 factors @ 3 marks each**

*\*Avoid spraying on clothes as it can cause staining*

*\*Fragrances last best on clean moist skin so apply immediately after a shower*

*\*Don't use too much as a little goes a long way. Those close to you should only smell a subtle scent \*If you use too little the fragrance can become lost*

*\*For best effect use on pulse points where the skin is the warmest*

*\*Spray perfume onto skin and leave to dry naturally – avoid rubbing in as it alters the scent*

*\*Avoid clashing scents e.g. using a body lotion with one fragrance and then applying perfume with another*

- (c) In the table below are four different perfume products. There is a different level of perfume concentrate in each. Indicate with a (✓) tick the product that has the weakest fragrance (smell) and the product that has the strongest fragrance. (8 marks)

**2 @ 4 marks each**

	<b>Weakest fragrance</b>	<b>Strongest fragrance</b>
Eau de cologne	✓	
Eau de perfume		
Perfume		✓
Eau de toilette		

- (d) Indicate with a tick (✓) whether each of the following statements is true **or** false. (12 marks)

**4 @ 3 marks each**

		TRUE	FALSE
1.	A perfume smells the same on everyone.		✓
2.	A fragrance may last longer on some people than on others.	✓	
3.	Exposure to extreme heat or sun will damage perfume.	✓	
4.	Applying perfume to pulse points reduces its fragrance.		✓

- (e) Identify **two** restrictions that apply to bringing perfume in carry-on baggage when travelling by aeroplane. (8 marks)

**2 restrictions @ 4 marks each**

\_\_\_\_\_  
*\*Maximum size bottle allowed is 100 mls*

\_\_\_\_\_  
*\*The bottle must be brought through the passenger screening point*

\_\_\_\_\_  
*\*It must be presented in a re-sealable plastic bag no more than 20 x 20 cms*

- (f) Write a note on beauty 'gift sets'. Give **two** points. (8 marks)

**2 points @ 4 marks each**

\_\_\_\_\_  
*\*Products are nicely presented ready for gifting*

\_\_\_\_\_  
*\*Cost is usually cheaper than buying the items individually*

\_\_\_\_\_  
*\*Products usually complement each other e.g. have the same fragrance*







