

# Salon Practices and Management

Salon Practices and Management is a one-credit course that enables students to develop entry-level management skills for the cosmetology industry. Students practice all phases of cosmetology in a salon setting. Upon successful completion of this course, students are able to demonstrate professional work ethics and communication skills, job-seeking and management skills, and exhibit knowledge of the technology used in salons. The prerequisite for this course is Introduction to Cosmetology.

Career and technical student organizations are integral, cocurricular components of each career and technical education course. These organizations serve as a means to enhance classroom instruction while helping students develop leadership abilities, expand workplace-readiness skills, and broaden opportunities for personal and professional growth.

## Legal Requirements and Considerations

Students will:

1. Determine various registrations and licensures that may be obtained in Alabama.  
Examples: master cosmetologist, nail care technician, managing cosmetologist, cosmetology instructor
2. Identify continuing education requirements for a licensed practitioner.
3. Describe licensure reciprocity processes with those of other states.
4. Identify types of local and state licensures required for operating a salon.

## Hairstyling Techniques

5. Demonstrate the correct use of thermal instruments, including pressing, curling, waving, and flatironing techniques, by creating advanced hair designs.
6. Apply thermal, wet, finger wave, pin curl, roller curl, blow drying, proper combing, and brushing techniques to hair design.
7. Demonstrate wig styling techniques.
  - Differentiating human hair from synthetic hair
  - Measuring the head for a wig
8. Demonstrate attaching and blending hairpieces or extensions into desired style.

## Design Decisions

9. Identify creative hair designs that compliment client facial shape.
10. Analyze hair and scalp to accommodate client needs and wants.

## **Haircutting and Shaping**

11. Demonstrate advanced haircutting and shaping techniques, including sectioning; scissor, razor, and clipper cutting; and hair thinning with advanced tools and implements.

## **Nail Services**

12. Analyze structure, disease, and growth patterns of the nail to determine client needs and preferences as related to nail care.
13. Demonstrate proper advanced nail care services for a manicure, pedicure, creative gel nail design and natural and artificial nail care, including acrylic application techniques.
14. Evaluate the role of the beauty industry and small business as a personal career.  
Examples: tracking clients and services, tracking supplies and inventory

## **Salon Business and Entrepreneurship**

15. Practice effective management skills for a salon business.  
Example: keeping financial records
  - Demonstrating skills needed by a receptionist
16. Describe procedures necessary for the operation of a successful salon, including maintaining accurate business records, communicating and interacting effectively with coworkers and clients, managing time, developing and retaining clients, and marketing professional products.
17. Determine the most effective form of salon advertising, including determining cost effectiveness and comparing forms of advertising media.  
Examples: radio, television, Web pages, word-of-mouth
  - Designing appropriate advertising campaigns
18. Explain the significance of keeping abreast of current trends, technology, and techniques relative to salon practices and management.