



Description of Course

This qualification reflects the role of retail sales personnel involved in a defined range of tasks to sell and demonstrate beauty or cosmetic products. They follow known routines and procedures and work under direct supervision.

This qualification provides a pathway to work as a retail sales consultant in any business that sells beauty or cosmetic products and services. This can include beauty and hairdressing salons, retail outlets and department stores.

Activities / Tasks

The course provides both theoretical and practical training that is linked directly to the work that retail cosmetics related employees undertake. The course includes:

- How to sell retail confidently;
- How to effectively use equipment for facial treatments;
- Recommending skin care and services based on skin consultation; and
- Creating a portfolio of work.

Assessment

Assessment is conducted using a combination of project based practical tasks, theory test and design folios/briefs. The assessment of your overall competence at this certificate level will be undertaken by a qualified assessor and your competence judged using all of these tasks. Students will be given a fair and adequate assessment process that include the option of an assessment re-sit.

Auspecting Registered Training Organisation

This qualification is delivered in conjunction with, and under the auspices of, the Australian Institute of Education and Training (RTO Code: 121314)

Course Content

Code	Unit of Competency	Nominal Hours
BSBWHS201	Contribute to health and safety of self and others	20
SHBXCCS001	Conduct salon financial transactions	25
SHBXIND001	Comply with organisational requirements within a personal services environment	45
SHBXIND002	Communicate as part of a salon team	30
SIRRMER001	Produce visual merchandise displays	35
SHBXCCS004	Recommend products and services	20
SIRXSL001	Sell to the retail customer	20
SHBBCCS001	Advise on beauty products and services	30
SHBMUP002	Design and apply make-up	45
SIRXIND003	Organise personal work requirements	30
SIRRINV001	Receive and handle retail stock	35
HLTAID003	Provide First Aid	18
SHBBFAS001	Provide lash and brow services	15
SHBBMUP001	Apply eyelash extensions	40
SHBBRES001	Research and apply beauty industry information	10
Total Nominal Hours		418

Course Days & Times

Wednesday 9.00am – 3.00pm
Friday 9.00am – 3.00pm

Length of the Course

This course runs for one year.

Pathways

After achieving SHB20116 Certificate II in Retail Cosmetics, individuals may undertake further education and training, including:

- Certificate III in Beauty
- Certificate IV in Beauty Therapy
- Diploma of Beauty Therapy

With additional training and experience possible future career opportunities may include work in the following areas/sectors:

- Beauty Therapist
- Make-Up Artist
- Aroma Therapist
- Retail Sales
- Salon Manager

Enrolment Process

Students must apply through their VET coordinator at their home school and complete the enrolment form at the PLSC VET Enrolment evening. Students will also enrol with the Australian Institute of Education and Training using the RTO online enrolment process, under the guidance of their trainer.