Introductory Lesson:

Cosmetology II
A journey of a thousand miles must begin with a single step.

-Lao Tzu
Career and Technical Education (CTE)
Career and Technical Education (CTE)

Definition #1:
Career and technical education (CTE) instruction aims at developing foundational skills, core workplace competencies, and specific skill competencies in various occupational areas.

Definition #2:
prepares young people to manage the dual roles of family member and wage earner and enable students to gain entry-level employment in a high-skill, high-wage job and/or to continue their education.
Career and Technical Education (CTE)

Internships, practicum courses, career preparation courses, dual enrollment programs, and apprenticeships are a few venues that deliver career and technical education by providing meaningful opportunities for learners to apply their academic and technical skills.
Historical Side Notes:

In the past, Career and Technical Education (CTE) was organized by program areas, but is now organized by career clusters.

Example:

Family and Consumer Sciences (program area) courses are now located in five career clusters:

- Arts, AV Technology and Communication (Fashion Design courses)
- Architecture and Construction (Interior Design courses)
- Education and Training
- Hospitality and Tourism
- Human Services
Career and Technical Education (CTE)

• You are currently enrolled in the course Cosmetology II
• Cosmetology II is a CTE course
• You are a CTE student
• I am a CTE instructor
16 Career Clusters™

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Cosmetology II

Providing for families and serving human needs

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Texas Education Agency recommended coherent sequence of courses

Human Services

- Principles of Human Services
  - Lifetime Nutrition & Wellness (may be added to any sequence)
  - Dollars and Sense
  - Interpersonal Studies
  - Child Development
  - Family & Community Services
  - Introduction to Cosmetology
    - Cosmetology I
    - Cosmetology II

- Counseling & Mental Health
- Child Guidance
- Practicum in Human Services
Sequence of courses available in our district/campus
Human Services
Programs of Study/Career Pathways

• Consumer Services
• Counseling and Mental Health Services
• Early Childhood Development & Services
• Family and Community Services
• Personal Care Services
Human Services
Programs of Study/Career Pathways

- Consumer Services
- Counseling & Mental Health Services
- Early Childhood Development & Services
- Family & Community Services
- Personal Care Services
Career and Technical Education (CTE)

Career Cluster

Course Title

Program of Study

Description

Providing for families and serving human needs

Cosmetology II

Personal Care Services

The Cluster icon above is used with permission of the State’s Career Clusters Initiative, 2007. For more information visit www.careerclusters.org
Preparing individuals for employment in career pathways that relate to families and human needs.

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<tr>
<th>Sample Career Specialties/Occupations</th>
<th>Cluster Knowledge and Skills</th>
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<td>Directors, Childcare Facilities</td>
<td>• Academic Foundations</td>
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<tr>
<td>Assistant Directors, Childcare Facilities</td>
<td>• Communications</td>
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<td>Elementary School Counselors</td>
<td>• Problem Solving and Critical Thinking</td>
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<td>Preschool Teachers</td>
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<td></td>
<td>• Employability and Career Development</td>
</tr>
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<td>• Technical Skills</td>
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</tbody>
</table>

Pathways:
- Early Childhood Development & Services
- Counseling & Mental Health Services
- Family & Community Services

Cluster Knowledge and Skills:
- Academic Foundations
- Communications
- Problem Solving and Critical Thinking
- Information Technology Applications
- Systems
- Safety, Health and Environmental
- Leadership and Teamwork
- Ethics and Legal Responsibilities
- Employability and Career Development
- Technical Skills
Human Services
Personal Care Services
Possible Program of Study
# Personal Care Services

**Career Goal (O*NET Code):** Hairdresser, Hairstylist, & Cosmetologist (39-5012), Skin Care Specialist (39-5094), Manicurist/Pedicurist (39-5092), Shampooer (39-5093), Retail Salesperson (41-2031), Sales Rep.-Wholesale/Mfg. (41-4011/12).

### Middle School
**8th Grade**
- **HS Courses:** (Local districts may list high school credit courses here)

**9th Grade**
- **Core Courses:** English I, Algebra I, Biology
- **Career-Related Electives:** Introduction to Cosmetology

### High School
**10th Grade**
- **Core Courses:** English II, Geometry, Chemistry
- **Career-Related Electives:** Business Information Management I

**11th Grade**
- **Core Courses:** English III, Mathematical Models with Applications, Physics
- **Career-Related Electives:** Cosmetology I

**12th Grade**
- **Core Courses:** English IV, Algebra II, Environmental Systems
- **Career-Related Electives:** Cosmetology II or Entrepreneurship or Problems and Solutions

### Extended Learning Experiences
- **Curricular Experiences:**
  - Business Professionals of America
  - Future Business Leaders of America
  - SkillsUSA
- **Career Learning Experiences:**
  - Apprenticeship
  - Career Preparation
  - Internship
  - Job Shadowing

### College Credit Opportunities
Students should take Advanced Placement (AP), International Baccalaureate (IB), dual-enrollment, or articulated courses (Tech Prep), if possible. List those courses that count for college credit.

### Postsecondary
- **Certificate/Associate Degree:**
  - Cosmetology Operator License
  - Facialist Specialty License
  - Hair Braiding Speciality
  - Manicurist Specialty License
  - Hair Weaving Specialty
  - Shampoo/Conditioning Specialty

- **Bachelor Degrees:**
  - Business Management
  - Marketing

- **Graduate Degrees:**
  - Business Administration

### Career Options
- **Cosmetology:**
  - Beauty Supply Sales/Mgr./Owner
  - Hairstylist
  - Cosmetologist
  - Salon Manager

- **Cosmetic Services:**
  - Image/Fashion Consultant
  - Salon Owner

- **Business Management:**
  - Corporate Sales Representative
  - Examination Proctor
  - Multiple Salon Owner

- **Business Administration:**
  - Corporate Executive
  - Entrepreneur

Students may select other elective courses for personal enrichment purposes.

*This plan of study serves as a guide, along with other career planning materials, for personal enrichment purposes. All students meet high school graduation requirements as well.*

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The following licenses and certificates may be available through your high school cosmetology program....

- Cosmetology Operator License
- Esthetician Specialty License
- Hair Braiding Specialty Certificate
- Hair Weaving Specialty Certificate
- Shampoo/Conditioning Specialty Certificate
- Manicurist Specialty License

NOTE: Students may earn all or part of these certificates as part of the high school experience.
New License Applications Available in Texas

1 Cosmetology Shampoo Apprentice Application 2 Cosmetology Beauty Salon Application 3 Cosmetology Manicure Specialty Salon Application 4 Cosmetology Esthetic Specialty Salon Application 5 Cosmetology Hair Weaving/Braiding Salon Application 6 Cosmetology Esthetic/Manicure Specialty Salon Application 7 Cosmetology Wig Specialty Salon Application 8 Cosmetology Hair Braiding Salon Application 9 Cosmetology Esthetic/Manicure Specialty Salon Application 10 Dual Shop/Salon Application 11 Cosmetology Operator Booth Rental Application 12 Cosmetology Manicurist Booth Rental Application 13 Cosmetology Esthetician Booth Rental Application 14 Cosmetology Hair Weaver Booth Rental Application 15 Cosmetology Shampoo Specialist Booth Rental Application 16 Cosmetology Wig Booth Rental Application 17 Cosmetology Operator Instructor Booth Rental Application 18 Cosmetology Manicure Instructor Booth Rental Application 19 Cosmetology Esthetician Instructor Booth Rental Application 20 Cosmetology Wig Instructor Booth Rental Application 21 Cosmetology Hair Braiding Booth Rental Application 22 Cosmetology Eyelash Extension Booth Rental Application 23 Cosmetology Manicurist/Esthetician Booth Rental Application

Source: Texas Department of Licensing and Regulation
https://www.license.state.tx.us/App_Online/default.asp?LicenseType=COS
TEXAS ESSENTIAL KNOWLEDGE AND SKILLS (TEKS)
Cosmetology II
(3) The student identifies the importance of a well-written business plan. The student is expected to:

- (A) categorize a business plan and the need for a well-orchestrated business plan;
- (B) research business plan outlines, resources, and templates using web search engines;
- (C) explain a marketing plan, including price competition, non-price competition, market analysis, competition, marketing research, market segmentation, demographics, and sales forecasting;
(1) The student consolidates the employability characteristics of a successful worker in the workplace. The student is expected to:

(A) evaluate leadership skills within a community setting to maintain positive relationships that enhance personal care business opportunities;
(B) estimate cost-effective resources to assist with planning the delivery of services;
(C) review technical knowledge and skills required to be successful in careers in the human services area;
(D) assess time-management principles and techniques to achieve objectives and effectively serve clients;
(E) create and maintain records, including electronic records, of client services using safeguarding procedures to store and retrieve personal care client information;
(F) integrate logical reasoning in a variety of ethical workplace situations in order to make sound decisions; and
(G) assess written organizational policies and procedures to help employees perform their jobs according to employer rules and expectations.
(2) The student consolidates academic skills to satisfy the requirements of cosmetology. The student is expected to:

(A) apply and defend principles of biology, identifying living tissues, cells, and organisms to provide and select safe and effective personal care products and services;

(B) merge principles of chemistry, explaining the composition, structure, and properties of substances and of chemical processes to provide a broad range of personal care services;

(C) design needed services based on the basic principles of human anatomy in order to provide needed personal care services; and

(D) critique marketing principles when selecting and using media to attract and retain clientele.
(3) The student implements rules and regulations established by the Texas Department of Licensing and Regulation. The student is expected to:

(A) apply and defend emergency policies and procedures regarding health and safety;

(B) evaluate risks, including potentially hazardous situations, to maintain a clean record of safety when providing personal care services; and

(C) perform and complete all practical requirements as required by the Texas Department of Licensing and Regulation or the governing body.
(4) The student categorizes and judges both the function and application of the tools, equipment, technologies, and materials used in cosmetology. The student is expected to:

(A) examine and rank vendor resources to provide maximum benefit for clients, service providers, businesses, or organizations;

(B) justify systems needed to obtain the range of personal care resources needed for business practice and explain how to access resources at appropriate times;

(C) use technology resources to analyze data and information in order to make appropriate recommendations and conclusions for personal care services;

(D) evaluate techniques, principles, tools, and instruments used to develop efficient and safe delivery of client services to enhance client satisfaction;

(E) explore principles of mechanics when choosing, evaluating, and maintaining service equipment to provide continued client services and examine emerging technologies;

(F) critique administrative or clerical procedures and systems to provide client satisfaction; and

(G) consolidate various methods of obtaining feedback from clients to understand their expectations and promote high-quality standards.
Texas Essential Knowledge and Skills (TEKS)

Cosmetology II

(5) The student merges the concepts and skills of cosmetology to simulated and actual work situations. The student is expected to:

(A) design personal care services for individuals by recognizing and making informed decisions according to client needs and concerns;
(B) create an individualized plan that reflects client preferences, needs, and interests in order to create a course of treatment or action;
(C) evaluate client satisfaction by identifying solutions, procedures, and products to enhance future services and client interactions;
(D) implement organizational policies, procedures, and regulations to establish personal care organization priorities, accomplish an identified mission, and provide high-quality service to diverse clients;
(E) investigate and evaluate industry trends, information, and resources to attract new clientele and satisfy and retain present clientele; and
(F) synthesize client information to attract new clientele and retain present clientele.
End of Course Project Options-
Cosmetology II
Next Lesson

Overview of Texas Cosmetology requirements
Career and Technical Education (CTE)

Career Cluster

Cosmetology II

Program of Study

Personal Care Services

Description

Providing for families and serving human needs

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Resources and References

AchieveTexas
Education initiative designed to prepare students for a lifetime of success.
http://www.achievetexas.org

Learning that Works for America sponsored by The National Association of State Directors of Career Technical Education Consortium (NASDCTEc). Aims to support an innovative CTE system that prepares individuals to succeed in education and their careers.
http://www.careertech.org/career-clusters/glance/at-a-glance.html

Texas Department of Licensing and Regulation
Occupational regulatory agency, responsible for the state’s 29 occupations and industries
http://www.license.state.tx.us/

Texas Education Agency
Texas Essential Knowledge and Skills. The mission of the Texas Education Agency is to provide leadership, guidance and resources to help schools meet the educational needs of all students.
http://ritter.tea.state.tx.us/rules/tac/chapter130/index.html