(1) The student implements the employability characteristics of a successful worker in the workplace. The student is expected to:

(C) interpret patterns of current information and resources on personal care services to attract new clientele and satisfy and retain present clientele.

Question 1. Analyze the graph below that describes a successful hair salon.
According to the graph, about how much profit can the salon expect to make from 14 clients?

   a. $250  
   b. $260  
   c. $275  
   d. $300

(1) The student implements the employability characteristics of a successful worker in the workplace. The student is expected to:

   (C) interpret patterns of current information and resources on personal care services to attract new clientele and satisfy and retain present clientele.

**Question 2.** Based on the graph in #1, which of the following could be a reasonable conclusion?

   a. As clients increase, profit decreases.  
   b. As profit increases, clients decrease.  
   c. As clients increase, profit increases.  
   d. As clients decrease, profit stays the same.
(2) The student applies academic skills to the field of cosmetology. The student is expected to:

(D) investigate organizational policies, procedures, and regulations to establish personal care organization priorities to accomplish the mission and provide high-quality service to a diverse set of clients.

**Question 3.** Lucy's hair salon makes an average of $15 profit for every female client \( f \) and $12 for every male client \( m \). If her salon sees 25 clients in one day and makes $260 profit, which system of equations could be used to find out how many clients of each gender visited her salon?

- a. \( m + f = 25 \)
- b. \( m + f = 25 \)
  \[ 15m + 20f = 260 \]
- c. \( m + f = 25 \)
  \[ 12m + 15f = 260 \]
- d. \( m + f = 260 \)
  \[ 15m + 20f = 25 \]

(5) The student experiments with the concepts and skills of the profession to simulated and actual work situations. The student is expected to:

(D) propose advertising principles when selecting and using media to attract and retain clientele.

**Question 4.** Raquel is adding up the bill for her client, who came in for a haircut and also bought a few hair products. Normally, the haircut by itself costs $24.95, but if her client spends over $30 on hair products, she gets a 15% discount on the haircut price. If her client buys a can of hairspray for $13.95, shampoo that costs $8.95 and conditioner that costs $9.95, what is her client's total bill before taxes?

- a. $21.20
- b. $27.92
- c. $49.12
- d. $54.05
(3) The student describes the function and application of the tools, equipment, technologies, and materials used in cosmetology. The student is expected to:

(C) interpret systems needed to obtain the range of personal care resources needed for business practice and to access resources at appropriate times.

**Question 5.** Beautiful Nails nail salon offers two different types of artificial nails: regular acrylic and gel. They make $6 profit on every set of acrylic nails and $7 profit on every set of gel nails. If they saw 42 clients in one day and made $274, how many sets of each type of nails were sold?

- a. 20 acrylic, 22 gel nails
- b. 40 acrylic, 2 gel nails
- c. 22 acrylic, 20 gel nails
- d. 2 acrylic, 40 gel nails

(2) The student applies academic skills to the field of cosmetology. The student is expected to:

(E) compare economic and accounting principles and practices when providing personal care services to promote business success and growth.

**Question 6.** Chris owns his own business as a barber. He wants to make sure that he makes enough money to cover his expenses. If he can expect to make $7 per client and his business sees $c$ clients per week, which inequality represents what his monthly expenses, $E$, need to be in order to make a profit?

- a. $E < 7c$
- b. $E > 7c$
- c. $E \leq 7c$
- d. $E \geq 7c$
(2) The student applies academic skills to the field of cosmetology. The student is expected to:

(E) compare economic and accounting principles and practices when providing personal care services to promote business success and growth.

**Question 7.** Analyze the chart below.

**Salon Costs**

![Pie chart showing the breakdown of salon costs with Rent at 43%, Utilities at 26%, Products Used at 8%, Advertising at 17%, and Salaries at 6%]

If rent is the largest cost to the salon at $2,078 a month, what is the salon’s monthly budget?

a. $4,538.67  
b. $4,832.56  
c. $5,174.54  
d. $5,589.77
(2) The student applies academic skills to the field of cosmetology. The student is expected to:

(E) compare economic and accounting principles and practices when providing personal care services to promote business success and growth.

**Question 8.** Using the information from #7, how much money is spent on products used?

a. $298.40  
b. $344.48  
c. $386.60  
d. $496.44

(4) The student describes the function and application of the tools, equipment, technologies, and materials used in cosmetology. The student is expected to:

(B) research client information to attract new clientele and retain present clientele.

**Question 9.** Natalie wants to advertise her salon in the local phone book and in the newspaper. If the newspaper ad costs $400 per year and the subscription is $15 per month, what will her total newspaper bill be for one year?

a. $415  
b. $430  
c. $580  
d. $780
The student applies academic skills to the field of cosmetology. The student is expected to:

(E) compare economic and accounting principles and practices when providing personal care services to promote business success and growth.

**Question 10.** Kate rents a salon space that costs $100 per month and 20% of her profits, \( p \). Which equation could Kate use to find her net salary, \( n \), at the end of each month?

a. \( n = 0.8p - 100 \)
b. \( n = 100p + 20 \)
c. \( p = 0.2n + 100 \)
d. \( n = 0.2p + 100 \)
Answer Key

1) D
2) C
3) C
4) D
5) A
6) B
7) B
8) C
9) C
10) A