TN Department of Education | Postsecondary, Workforce, CTE, and Military Readiness

May 2025

Cosmetology III

Primary Career Cluster:	Healthcare & Human Services
Course Contact:	CTE.Standards@tn.gov
Course Code(s):	C19H13
Prerequisite(s):	*Cosmetology I (*C19H12*)* and *Cosmetology II (*C19H14*)*
Credit:	1 credit for theoretical standards. 2 credits for all 24 standards (theoretical and practical).
Student-Teacher Ratio:	20:1
Grade Level:	9-12
Focus Elective - Graduation Requirements:	This course satisfies one of three credits required for an elective focus when taken in conjunction with other Healthcare & Human Services courses.
POS Concentrator:	This course satisfies one out of two required courses to meet the Perkins V concentrator definition, when taken in sequence in the approved program of study.
Programs of Study and Sequence:	This is the third course in the *Cosmetology* program of study.
Aligned Student Organization(s):	SkillsUSA: https://www.skillsusatn.org/
Coordinating Work-Based Learning:	Teachers are encouraged to use embedded WBL activities such as informational interviewing, job shadowing, and career mentoring. For information, visit https://www.tn.gov/education/futurereadytn/pillar-4.html.
Promoted Tennessee Student Industry Certifications:	Credentials are aligned with postsecondary and employment opportunities and with the competencies and skills that students acquire through their selected program of study. For a listing of promoted student industry credentials, visit https://www.tn.gov/education/futurereadytn/pillar-1/student-industry-credentials.html
Teacher Endorsement(s):	561, 781
Required Teacher Certifications:	Tennessee Cosmetologist License and Tennessee Cosmetology Instructor License Please refer to the Occupational Educator Licensure Guidance.
Required Teacher Training:	None
Teacher Resources:	https://www.tn.gov/education/futurereadytn/pillar-3/career-clusters/healthcare-and-human-services.html

Course at a Glance

CTE courses provide students with an opportunity to develop specific academic, technical, and 21st century skills necessary to be successful in career and in life. In pursuit of ensuring every student in Tennessee achieves this level of success, we begin with rigorous course standards which feed into intentionally designed programs of study.

Students engage in industry relevant content through general education integration and experiences such as career & technical student organizations (CTSO) and work-based learning (WBL). Through these experiences, students are immersed with industry standard content and technology, solve industry-based problems, meaningfully interact with industry professionals, and use/produce industry specific, informational texts.

Using a Career and Technical Student Organization (CTSO) in Your Classroom

CTSOs are a great resource to put classroom learning into real-life experiences for your students through classroom, regional, state, and national competitions, and leadership opportunities. Below are CTSO connections for this course, note this is not an exhaustive list.

- Participate in CTSO Fall Leadership Conference to engage with peers by demonstrating logical thought processes and developing industry specific skills that involve teamwork and project management.
- Participate in contests that highlight job skill demonstration; interviewing skills; community service activities, extemporaneous speaking, and job interview.
- Participate in leadership activities such as Student2Student Mentoring, National Week of Service, Employment Application Process, and Community Action Project.

Using a Work-Based Learning (WBL) in Your Classroom

Sustained and coordinated activities that relate to the course content are the key to successful work-based learning. Possible activities for this course include the following. This is not an exhaustive list.

- **Standards 1.1** | Create an informational artifact highlighting the career pathways in the cosmetology field that are in demand in Tennessee.
- **Standards 2.1-2.3** | Interview a salon owner to discuss the safety, sanitation, and efficient work practices that are used within their business.
- **Standards 3.1-3.2** | Research the various ways that hair, skin, and nails respond to treatments and services, presenting your gathered information to local salon owners.
- **Standards 4.1-5.3** | Demonstrate advanced skills for hair and chemical services to potential clients.
- **Standards 6.1-6.4** | Demonstrate mastery of facial and skin care techniques through services to potential clients.
- **Standards 7.1** | Create a school-run nail business to provide services to teachers and students.
- **Standards 8.1-8.4** | Form a business plan to develop a start-up salon in your area, utilizing regional data to project the needs of potential customers.

Course Description

Cosmetology III is the third course in the *Cosmetology* program of study intended to prepare students for careers in cosmetology by developing an understanding of efficient and safe work practices, salon business concepts and operations, advanced hair techniques and chemical services, and facial and skin care procedures. Students will gain experience in practical applications of cosmetology practices. Laboratory facilities and experiences simulate those found in the cosmetology industry. Upon completion and acquisition of 1500 hours, students are eligible to take the Tennessee Board of Cosmetology Examination to attain a Tennessee Cosmetology License.

Recommended Credit

If offering *Cosmetology III* for 1 credit, follow Option A (theoretical and practical standards). If the offering the course for 2 credits, follow Option B (theoretical and expanded practical standards). If all standards in the course are covered, the course is recommended for two credits.

1 Credit – Option A

Content	Standards
Cosmetology Career Application	1.1
Safety, Sanitation, & Efficient Work Practices	2.1, 2.2, 2.3
Anatomical Response to Services	3.1, 3.2
Advance Properties and Procedures for Hair	4.1, 4.3, 4.4
Advanced Techniques in Chemical Services	5.2, 5.3
Facials & Skin Care	6.1, 6.3, 6.4
Entrepreneurship in the Cosmetology Industry	8.1, 8.2, 8.3, 8.4

2 Credits – Option B

Content	Standards
Cosmetology Career Application	1.1
Safety, Sanitation, & Efficient Work Practices	2.1, 2.2, 2.3
Anatomical Response to Services	3.1, 3.2
Advance Properties and Procedures for Hair	4.1, 4.2, 4.3, 4.4
Advanced Techniques in Chemical Services	5.1, 5.2, 5.3
Facials & Skin Care	6.1, 6.2, 6.3, 6.4
Advanced Nail Techniques	7.1
Entrepreneurship in the Cosmetology Industry	8.1, 8.2, 8.3, 8.4

Course Standards

1. Cosmetology Career Application

1.1 Cosmetology Career Pathways: Explore and evaluate **career pathways** in the field of **cosmetology**.

2. Safety, Sanitation, and Efficient Work Practices

2.1 Salon Safety: Identify **safety hazards** and demonstrate **practices for safe working conditions**. Evaluate **government agencies** and **government approved agencies** that ensure **safety and sanitation** for the cosmetology industry such as OSHA and Underwriters Laboratories. Identify guidelines that prevent illness, injury, and disease; and implement salon safety practices. Safety hazards may include fire, electrical, chemical, and infection.

2.2 Sanitation and Disinfection: Demonstrate proper **sanitation and disinfection** for the salon and explain the rationale behind each of the following concepts:

a. identify appropriate disinfection chemicals,
b. proper mixing of disinfection chemicals in appropriate proportions according to manufacturer's instructions, and
c. proper equipment and tool disinfection.

2.3 Blood Exposure: Simulate **blood exposure** procedures on a minor mock cut or abrasion properly disposing of waste material.

3. Anatomical Response to Services

3.1 Anatomy Structure and Function: Summarize the different **functions, structures, and diseases and disorders of hair, skin, and nails**, how to **properly care for hair, skin, and nails** through cleanliness, nutrition, and healthful living.

3.2 Response to Treatments and Services: Compare and contrast how a client's **hair, skin, and nail anatomy reacts to various treatments and services**. Explain why recognizing the **differences between normal and abnormal anatomy** is important in **determining whether specific treatments and services are appropriate.**

4. Advanced Properties and Procedures for Hair

4.1 Customizing Techniques and Instruments to Client's Hair: Demonstrate and explain the **rationale behind each of the following concepts**:

a. determine the risks and benefits of using specific techniques in the evaluation of clients' hair including but not limited to:
    i. scalp care,
    ii. shampooing,
    iii. conditioning,
    iv. draping,
    v. sectioning, and
    vi. specialized treatments.
b. explain the decisions behind selection and maintenance of implements.

4.2 Hairstyling Techniques: Effectively demonstrate advanced **hairstyling techniques** and explain how the **elements and principles of design** are incorporated.

4.3 Advanced Haircutting Techniques: Identify, describe, and effectively demonstrate **advanced haircutting techniques** while **employing implements appropriately** and using proper posture and body positions:

a. perform haircuts using guides (stationary, traveling, and combination),
b. razor cutting,
c. slide cutting,

d. shears-over-comb,
e. traveling guide haircut,
f. whole head blending, and
g. various weight line haircut designs.

4.4 Wig and Hair Enhancements: Research and summarize the rationale for cosmetologists to study **wig and hair enhancements** include the following discussion topics: the **differences between human hair and synthetic hair and categories of wigs and hairpieces** and their uses. Provide **styling tips** for clients related to categories of wigs, hairpieces, and extensions.

4.5 Extension Techniques: Evaluate various **extension techniques** and **application methods**:
a. evaluating hair and scalp,
b. proper selection of extensions,
c. applying/removing extensions, and
d. braiding.

5. Advanced Techniques in Chemical Services

5.1 Chemical Texture Services: Demonstrate **safe and effective concepts and procedures in chemical texture services** to perform the following while adhering to all safety processes:
a. perm techniques,
b. hair relaxing techniques, and
c. curl re-forming (soft curl permanents).

5.2 Haircoloring: Evaluate concepts related to **hair coloring** and demonstrate the following while adhering to all directions and safety procedures:
a. temporary hair color,
b. semipermanent hair color,
c. demi-permanent hair color,
d. single-process permanent color,
e. double-process permanent color, and
f. toners.

5.3 Advanced Hair Coloring Techniques: Investigate, analyze, and demonstrate **advanced hair coloring techniques.** Analyze, describe, and demonstrate the **methods for highlighting**, including common methods as well as **specialized methods**: **ombre and balayage**. Determine the differences between ombre and balayage.

6. Facials and Skin Care

6.1 Hair Removal: Investigate the features of **common hair removal methods** including **consultation, contraindications for hair removal, permanent and temporary hair removal, and implements and materials**. Be able to outline steps to all hair removal

procedures. State rationale for specific contraindications for hair removal.

6.2 Facial: Demonstrate proficiency in **performing a facial** while incorporating the following:

a. Inspection of electrical connections and thermostatic temperatures on steamer or vaporizer following OSHA standards;
b. inspection of electrical equipment used to perform facial cleansing and/or massage;
c. equipment sanitation;
d. consultation and skin analysis;
e. selection of skin care products and equipment;
f. facial massage manipulations and their benefits; and
g. contraindications that prohibit performing facial treatments, including but not limited to massage with a vibrator to stimulate blood circulation.

6.3 Facials for Specific Skin Types: Explain and make recommendations for performing **facials** for **specific skin types**, give thorough **reasoning and explanation** for the **techniques, products, and/or equipment used for each treatment.**

6.4 Make Up Application: Assess concepts in **facial makeup** and determine the following while adhering to safety and sanitation procedures:

a. identify different facial types and shapes summarizing basic makeup techniques for each;
b. explain the purpose of and how to use the color theory when selecting cosmetics for makeup application;
c. determine and demonstrate proper make-up removal procedures with or without a toner;
d. perform and analyze masks and packs for various skin types (oily, dry, combination);
e. identifying the uses for the various types of cosmetics and implements; and
f. demonstrate daytime and evening makeup application.

7. Advanced Nail Techniques

7.1 Advanced Nail Techniques: Demonstrate **advanced nail techniques** such as **nail art, gel enhancements, and sculptured nails**.

a. demonstrate a proper table set-up procedure for various artificial nail enhancements;
b. use proper disinfection techniques and infection control practices throughout the performance of nail care services using the appropriate EPA mandated and registered products;
c. compare and contrast the following:
    i. nail enhancement techniques,
    ii. primer reactions on nail enhancements, and
    iii. odor and odorless monomer on nail enhancements.

8. Entrepreneurship in the Cosmetology Industry

8.1 Cosmetology Business Startup: Describe **key components of the cosmetology business startup process** (the entrepreneur, the environment, the opportunity, startup resources, and state laws, regulations, and legal responsibilities). Prepare an artifact to explain each component and identify the **risks and rewards,** highlighting the **advantages and disadvantages** of owning a business versus working for someone else.

8.2 Labor Market Research: Investigate and research local labor market data and compare **local cosmetology industry data** to cosmetology data for the U.S. economy. Differentiate between **sole proprietorship, partnership, limited liability company (LLC), and corporations**. Examine how **business cycles, economic indicators** (i.e., interest rates, inflation, and unemployment) and **free enterprise system characteristics** such as profit motive, private property, and competition impact **business decision making**. Research, compare, and contrast investment opportunities and compile a list of advantages and disadvantages of business ownership.

8.3 Business Plan: Explain the **purpose of a business plan** and list the **four major parts** typically included (business description, management plan, marketing plan, and financial plan). Describe the **importance of developing a business plan** when seeking out potential investors or lenders. In preparation for a future career as a salon owner, develop an original **business philosophy** detailing one's beliefs for how a business should be run including a baseline budget and financial goals, money management concepts, procedures and strategies, and necessary personal characteristics of a successful entrepreneur.

8.4 Business Startup Costs: Research and examine **startup costs, operating costs, overhead, and personal expenses** by researching and developing a **financial statement** based on local salon models obtained from public records or business websites. Contact **local lending institutions** regarding **requirements for business loans** and **needed documentation** such as personal income statement, tax records, credit reports, loan history, and personal investment. Prepare **financial statements, charts, and graphs** for the proposed business plan, including but not limited to:

a. estimated start-up costs,
b. projected income statement,
c. projected balance sheet, and
d. cash flow.