

# WRITTEN EXAMINATION CONTENT OUTLINES

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## MASSACHUSETTS COSMETOLOGIST CONTENT OUTLINE

100 scored questions plus 20 pretest questions

2 hours

### I. RULES, REGULATIONS, AND SAFETY (27% TO 32%)

- A. Safety
  - 1. Draping
    - a. Sanitation
    - b. Procedures
  - 2. Prevention of salon accidents
    - a. Maintaining safe working conditions
    - b. Labeling
    - c. Storing chemical products
    - d. Safety Data Sheets (SDS)
    - e. Implements/tools
  - 3. First aid/OSHA
    - a. Handling blood-contaminated tools
    - b. Disposing of blood-contaminated objects
- B. Sanitation and disinfection
  - 1. Personal hygiene
  - 2. Implements and tools
  - 3. Single-use items
  - 4. Dispensing products
  - 5. Identifying infectious disease/referral
  - 6. Work surfaces
- C. Client contact & communication
  - 1. Ethics
  - 2. Consultation
  - 3. Record keeping

### II. TRICHOLOGY (5% TO 8%)

- A. Structure of hair
- B. Hair type
  - 1. Pigment
  - 2. Wave pattern/follicle formation
  - 3. Texture
  - 4. Density
  - 5. Porosity
  - 6. Elasticity
- C. Hair growth phases

### III. SHAMPOO / SCALP ANALYSIS (4% TO 6%)

- A. Purpose and chemistry of shampoos and conditioners
- B. Scalp conditioning services
- C. Procedures
- D. Scalp massage
- E. Scalp analysis/Disorders and diseases of scalp
- F. Procedures for clients with special needs

### IV. STYLING (5% TO 8%)

- A. Determination of appropriate hair style
  - 1. Hair texture and types/hair analysis
  - 2. Hair length
  - 3. Face shape
- B. Hair design techniques
  - 1. Wet styling
  - 2. Comb out
  - 3. Blow-dry styling
- C. Thermal styling
  - 1. Special considerations
  - 2. Tools
  - 3. Procedures
- D. Artificial hair
- E. Products and styling aids

### V. HAIRCUTTING (9% TO 11%)

- A. Shaping and cutting principles
- B. Determination of appropriate haircut
  - 1. Length, structure, and conditions
  - 2. Establishing guideline
- C. Blunt/one-length, graduated, and layered haircuts
  - 1. Elevation
  - 2. Sectioning/parting
- D. Thinning/texturizing
- E. Using a razor
- F. Using clippers/trimmers
- G. Using scissors/shears

## **VI. HAIRCOLOR & LIGHTENING (13% TO 15%)**

- A. Scalp and hair conditions that preclude haircoloring or lightening services
- B. Effects of hair structure and natural hair color on tone and intensity of outcome
- C. Preparing hair to receive haircoloring or lightening services
  - 1. Patch Test
  - 2. Strand Test
- D. Determining color level and tone/Color theory
- E. Products
- F. Tools, implements, and materials
- G. Formulation
- H. Application, processing, and removal
- I. Highlighting techniques
- J. Corrective color
- K. Special considerations
  - 1. Overprocessed or damaged hair

## **VII. PERMANENT WAVING (12% TO 14%)**

- A. Scalp and hair conditions that preclude permanent waving services
- B. Effects of hair structure and condition on desired outcome
- C. Preparation
- D. Products
- E. Tools, implements, and materials
- F. Applying, processing, and removing products
- G. Techniques of wrapping hair with rods and other tools
- H. Special considerations
  - 1. Overprocessed or damaged hair
  - 2. Hair with metallic-based, compound-based, or mineral-based color

## **VIII. CHEMICAL STRAIGHTENING AND RELAXING (12% TO 14%)**

- A. Scalp and hair conditions that preclude chemical straightening and relaxing services
- B. Effects of hair structure on desired outcome
- C. Preparation
- D. Products
- E. Tools, implements, and procedures
- F. Applying, processing, and removing products for chemical straightening and relaxing
- G. Keratin-based smoothing treatments
- H. Special considerations
  - 1. Overprocessed or damaged hair
  - 2. Strand test

## **IX. ESTHETICS (5% TO 7%)**

- A. Skin conditions that preclude esthetic services
- B. Skin conditions that benefit from esthetic services
- C. Skin structure, diseases, and disorders
- D. Special procedures for skin services on sensitive, acne-prone, or aging skin
- E. Preparation
- F. Tools, implements, and materials
- G. Facial services
  - 1. Purpose and procedures
  - 2. Types of products
  - 3. Applying and removing products
  - 4. Using electric skin devices and equipment
- H. Massage manipulations
- I. Makeup application
  - 1. Procedures
  - 2. Products
  - 3. Removal
  - 4. Corrective makeup
  - 5. Color theory
- J. Hair removal
  - 1. Waxing and other depilatory techniques
  - 2. Eyebrow shaping with tweezers
- K. Eyelash Extension Application

## **X. NAILS (5% TO 7%)**

- A. Nail structure
- B. Recognizing nail disorders and diseases
- C. Clients' health conditions that preclude service
- D. Massage
- E. Manicure/Pedicure
  - 1. Products
  - 2. Procedures
  - 3. Tools, implements, and materials
- F. Applying, maintaining, and removing nail enhancements/artificial nails

# MASSACHUSETTS MANICURIST CONTENT OUTLINE

50 scored questions plus 10 pretest questions

1.5 hours

## I. RULES, REGULATIONS, AND SAFETY (30% TO 40%)

- A. Safety
  - 1. Preparation
    - a. Sanitation
    - b. Procedures
  - 2. Prevention of salon accidents
    - a. Maintaining safe working conditions
    - b. Labeling
    - c. Storing chemical products
    - d. Material Safety Data Sheets (MSDS)
- B. Sanitation and disinfection
  - 1. Personal hygiene
  - 2. Implements and tools
  - 3. Single-use items
  - 4. Applying creams
  - 5. Prevention of infectious disease
  - 6. Cleaning and disinfecting work surfaces
  - 7. Cleaning and disinfecting whirlpool pedicure foot tubs and filters
- C. Client contact
  - 1. Ethics
  - 2. Communication
  - 3. Record keeping

## II. NAIL STRUCTURE AND NAIL ANALYSIS (15% TO 20%)

- A. Nail structure
- B. Nail conditions that preclude treatment
- C. Health conditions that preclude treatment

## III. PROFESSIONAL SERVICES (30% TO 40%)

- A. Massage
  - 1. Muscles, bones, and nerves of fingers/hands/arms
  - 2. Muscles, bones, and nerves of toes/feet/legs
- B. Manicure/Pedicure
  - 1. Products
    - a. Disposal
    - b. Handling
  - 2. Procedures
  - 3. Tools, equipment, and materials
  - 4. Preparing hands and feet for services
  - 5. Conditioning nails and cuticles

- 6. Basic manicure/pedicure
  - a. Grooming and trimming cuticles
  - b. Buffing
  - c. Shaping
  - d. Polishing

## IV. NAIL ENHANCEMENTS (12% TO 18%)

- A. Application and removal
  - 1. Nail tips
  - 2. Gels and acrylics
- B. Tools, equipment, and products
- C. Maintenance
- D. Nail Repair

# MASSACHUSETTS AESTHETICIAN CONTENT OUTLINE

75 scored questions plus 10 pretest questions

1.5 hours

## I. RULES, REGULATIONS, AND SAFETY (30% TO 40%)

- A. Safety
  - 1. Draping
    - a. Sanitation
    - b. Procedures
  - 2. Prevention of salon accidents
    - a. Maintaining safe working conditions
    - b. Labeling
    - c. Storing chemical products
    - d. Material Safety Data Sheets
    - e. Thermal/electrical appliances
  - 3. First aid/OSHA
    - a. Handling blood-contaminated tools
    - b. Disposing of blood-contaminated objects
- B. Sanitation and disinfection
  - 1. Personal hygiene
  - 2. Sanitation and disinfection of implements and tools
  - 3. Single use items
  - 4. Product application
  - 5. Sanitation and disinfection of work surfaces
- C. Predisposition/Patch Tests
- D. Client contact
  - 1. Ethics
  - 2. Communication
  - 3. Record keeping

## II. ESTHETIC SCIENCE AND SKIN ANALYSIS (15% TO 20%)

- A. Skin structure and anatomy
- B. Purpose of skin analysis
- C. Skin conditions that benefit from services
- D. Skin conditions that preclude skin services
- E. Skin disorders and diseases

## III. FACIALS (20% TO 25%)

- A. Application, removal, and purpose of products
  - 1. Lotions and creams
  - 2. Exfoliants
  - 3. Masks/packs
- B. Tools, implements, materials, and equipment
- C. Facial procedures

- D. Special considerations
  - 1. Microdermabrasion
  - 2. Chemical peel
  - 3. Disincrustation
  - 4. Aromatherapy
- E. Massage/Anatomy

## IV. HAIR REMOVAL (16% TO 20%)

- A. Tweezing
- B. Waxing
- C. Tools, implements, materials, and equipment

## V. MAKEUP (10% TO 15%)

- A. Purpose
- B. Types of cosmetics
- C. Brushes and other implements, tools, and materials
- D. Color theory
- E. Application and removal procedures
- F. Corrective makeup
- G. Application and removal of artificial eyelashes

## VI. ELECTRICITY AND ELECTROTHERAPY (5% TO 10%)

- A. Galvanic current
- B. High frequency current
- C. Light therapy

# **MASSACHUSETTS COSMETOLOGIST/ AESTHETICIAN/MANICURIST/BARBER INSTRUCTOR CONTENT OUTLINE**

50 scored questions plus 10 pretest questions

1.5 hours

## **I. TEACHING METHODS (14%)**

## **II. ASSESSMENT TOOLS (16%)**

- A. Why
- B. How
- C. What

## **III. DETERMINING EFFECTIVE INSTRUCTION (36%)**

- A. Establishing goals and objectives
- B. Determining essential knowledge, skills, and abilities
- C. Understanding outcomes

## **IV. THE LEARNER AND LEARNING ENVIRONMENT (34%)**

- A. Learning styles
- B. Individual differences
- C. Motivation
- D. Record keeping
- E. Classroom arrangement

# LICENSURE EXAM - BARBER

## MASSACHUSETTS BARBER WRITTEN EXAMINATION CONTENT OUTLINE

(100 scoreable questions plus 10 pre-test questions.)  
2 hours

### A. PATRON PROTECTION .....27%

1. Public Sanitation
2. Sanitation Methods
3. Product Chemistry
4. Storage and Safety
5. Universal Precautions
6. Conditions and Disorders
7. Professional Conduct
8. Safety Precautions - Chemical Services

### B. HAIR, SKIN, AND SCALP .....14%

1. Structure and Composition
2. Growth and Regeneration
3. Analysis
4. Conditions and Disorders

### C. EXTENDED SERVICES ..... 8%

1. Shampoo and Rinses
  - a. Purpose and Effects
  - b. Materials and Supplies
  - c. Types of Shampoos and Rinses
  - d. Procedures
  - e. Product Chemistry
2. Scalp and Hair Care and Facials
  - a. Massage
  - b. Procedures
  - c. Product Chemistry
  - d. Scalp Treatments

### D. SHAVING/BEARD DESIGN ..... 11%

1. Procedures
2. Techniques
3. Precautions
4. Tools and implements

### E. CHEMICAL SERVICES.....5%

1. Hair Coloring
  - a. Color Theory
  - b. Product Chemistry
  - c. Materials and Supplies
  - d. Procedures, Techniques and Application
2. Chemical Waving
  - a. Product Chemistry
  - b. Materials and Supplies
  - c. Procedures, Techniques and Application
3. Chemical Hair Relaxing
  - a. Product Chemistry
  - b. Materials and Supplies
  - c. Procedures, Techniques and Application

### F. HAIR CUTTING AND STYLING .....14%

1. Hair Cutting
  - a. Use of Implements
  - b. Shaping Theory
  - c. Techniques
2. Hair Styling
  - a. Finishing and Blow Drying Techniques
  - b. Cornrow Braiding and Hair Locking (Dreads)
  - c. Product Chemistry

### G. MASSACHUSETTS LAWS AND BOARD RULES .....18%

### H. SHOP MANAGEMENT & GUIDELINES .....3%

In addition to the examination questions that are used to determine your score, the Written Examination consists of five to ten (5–10) pretest questions in the subject areas described above. Pretest questions are distributed throughout the examination and do not affect your score.