EXERCISES

VTCT PIVOT POINT

VTCT provides Pivot Point LAB, an online learning platform, to support its Hair, Barbering and Beauty qualifications. The resources available in LAB help you develop your skills and knowledge and prepare for qualification assessments. Learn through interactive lessons, quizzes, videos and more. Ask your training provider if they are using LAB and get started today!

Vocational Training Charitable Trust is a specialist awarding organisation offering vocational and technical qualifications in a range of service sectors.

These exercises have been created with Pivot Point industry expertise to test your knowledge on a range of skills.

Discover more about Pivot Point Education at www.pivotpoint.co.uk

If you would like to find out more about how one of VTCT's courses could help further your career, check out the website www.vtct.org.uk

BARBERING – CUTTING TECHNIQUES

Complete the following multiple-choice questions by choosing the correct answer.

Q1	What is the cutting technique used to define the perimeter hairline of the haircut called?	Ans.
A	C-stroke	
B	Notching	
C	Outlining	X
D	Crosshatching	

Q3	Which one of the following cutting techniques would be used to create a textured finish?	Ans.
A	Point cutting	X
B	Freehand	
C	Club cutting	
D	Scissor-over-comb	

Q2	Creative lines and shapes etched or cut into the hair, usually exposing the scalp, are called hair:	Ans.
A	Transparency	
B	Outlining	
C	Tapering	
D	Graphics	X

Q4	A client requests textured square layers with high graduation. Approximately where will the graduation finish?	Ans.
A	At the nape	
B	At the crown	
C	At the temples	
D	Below the occipital bone	X

GO TO CONCEPTHAIRMAG.CO.UK TO DOWNLOAD EXERCISE ANSWERS FOR FREE.

BUSINESS – COLUMN BUILDING

Complete the following multiple-choice questions by choosing the correct answer.

Q1	Which of the following descriptions is NOT a best practice strategy for building a clientele?	Ans.
A	Referral	
B	Upselling	
C	Comparing	X
D	Pre-booking	

Q4	Which one of the following describes good communication with clients?	Ans.
A	Using technical language and smiling	
B	Using clear language and eye contact	X
C	Using a gentle tone and closed body language	
D	Using open questions and avoiding eye contact	

Q2	An effective strategy to ensure a return visit from a client is to:	Ans.
A	Limit your work hours	
B	Provide exceptional service	X
C	Avoid using a business card	
D	Make comparisons with other salons	

Q5	Which of the following methods is the most effective way of gaining new clients?	Ans.
A	Word of mouth	X
B	Business cards	
C	Pre-booking	
D	Upselling	

Q3	Encouraging clients to schedule another appointment before leaving is a highly effective retention strategy known as:	Ans.
A	Referrals	
B	Upselling	
C	Pre-booking	X
D	Word of mouth	



Images courtesy of Pivot Point International

GO TO CONCEPTHAIRMAG.CO.UK TO DOWNLOAD EXERCISE ANSWERS FOR FREE.

COLOUR

Answer the following as true or false.

		ANSWER			
Q1	A block colour technique can be used to create a focal point	TRUE	X	FALSE	
Q2	Slicing technique can be used to create bold panels of colour in a look	TRUE	X	FALSE	
Q3	Freehand colour technique can be used to create texture and movement, in a long, graduated form	TRUE	X	FALSE	
Q4	To achieve a successful freehand colour result, it is not necessary to plan the colour placement	TRUE		FALSE	X
Q5	Both bold and subtle looks can be achieved using a combination of colour techniques	TRUE	X	FALSE	



Images courtesy of Pivot Point International

GO TO CONCEPTHAIRMAG.CO.UK TO DOWNLOAD EXERCISE ANSWERS FOR FREE.

PREVENTING AND RESOLVING PROBLEMS

Complete the following multiple-choice questions by choosing the correct answer.

Q1	Which one of the following is not a reason for using a colour reducer?	Ans.
A	Permanent colour client wants a lighter colour	
B	The client's natural hair is too dark for the chosen colour	X
C	Incorrect colours were used, resulting in the hair being too dark	
D	Repeated overlapped applications of hair colour have left the hair too dark	

Q2	Which one of the following describes when a spot-colour technique would be used?	Ans.
A	Colour result too light	
B	Colour result too dark	
C	Woven result has seepage	X
D	Hair is resistant to colour	

Q3	Which one of the following describes when a pre-pigmenting (pre-colouring) service would be required?	Ans.
A	When colouring the hair darker than the natural base shade	
B	When colouring lightened hair darker	X
C	When the hair is too dark to achieve the target shade	
D	When the hair is resistant to colour	

Q4	Which one of the following is the best advice to follow when cutting hair with growth patterns?	Ans.
A	Cut the hair short	
B	Leave the hair longer	
C	Work against the growth pattern	
D	Work with the growth pattern	X

Q5	Which one of the following is the most important reason for keeping the hair damp throughout the cutting process?	Ans.
A	To maintain even tension	X
B	To look professional	
C	To see the growth patterns	
D	To see the shape created	



Images courtesy of Pivot Point International

GO TO CONCEPTHAIRMAG.CO.UK TO DOWNLOAD EXERCISE ANSWERS FOR FREE.