

Unit 13: Provide Indian Head Massage

Unit code: D/601/4095

QCF level: 3

Credit value: 6

● Aim

This is a preparation for work unit which is based on capability and knowledge. The knowledge gained in this unit includes preparing for and providing Indian head massage. To carry out this unit the learner will need to maintain effective health, safety and hygiene procedures throughout their work.

● Unit abstract

This unit will give learners the knowledge, understanding and skills required to prepare for and perform Indian head massage treatments.

This unit introduces learners to the theory underpinning Indian head massage treatments, including the effects and benefits of Indian head massage and relevant anatomy and physiology.

Learners will appreciate how to prepare for Indian head massage treatments, including preparing themselves, the client and the work area. Learners will also develop skills in carrying out client consultations to identify individual client needs, assessing the hair and scalp for any diseases/disorders before treatment, as well as identifying contraindications to the treatment.

Learners will be expected to communicate and behave in a professional manner throughout this unit. They will be taught how to perform Indian head massage treatments, following health and safety practices, completing treatments to clients' satisfaction. Learners will also study how to provide suitable aftercare advice to clients.

This unit is imported from the BTEC Level 3 Nationals in Beauty Therapy.

● Learning outcomes

On successful completion of this unit a learner will:

- 1 Be able to prepare for Indian head massage
- 2 Be able to provide Indian head massage.

Unit content

1 Be able to prepare for Indian head massage

Preparation: of therapist (personal hygiene/presentation, protective attire); of client (protective attire, removal of glasses/jewellery and shoes, brush hair)

Preparation of work area: environmental conditions eg heating, lighting, ventilation, atmosphere; salon and client requirements

Client consultation: consultation techniques (questioning, visual, manual, reference to client records); treatment objectives; assessing hair and scalp for any diseases and disorders; contraindications eg alcohol consumption, infectious skin disease, cuts/abrasions/bruising, high fever, scalp infection, head/neck injury; clear recommendations; client confidentiality

Products: range of carrier and essential or pre-blended oils for each dosha and purpose; sterilising solution

Tools and equipment: towels; comfortable chair; mirror; brush/comb

2 Be able to provide Indian head massage

Communication and behaviour: professional manner; communication (speaking, listening, body language, written); behaviour eg polite, tactful, client rapport; professional ethics eg handling referral data from professionals, doctor's referral letter, quality assurance, maintaining effective working relationships, responsibilities to self and others; awareness of limits of own responsibility eg follow instructions

Health and safety working practices: sterilisation and sanitation methods; safe use of tools and equipment; Health and Safety at Work Act (HASAWA) 1974; The Personal Protective Equipment (PPE) at Work Regulations 1992; Control of Substances Hazardous to Health (COSHH) Regulations 2002; waste disposal

Treatment: positioning of therapist and client; use of products, tools, equipment and techniques to suit client; massage movements (effleurage, petrissage, tapotement, vibration, friction, champi); ways of adapting treatments to suit client; complete treatment to client's satisfaction; contra-actions and response eg headache, nausea, dizziness, fainting; record and evaluate results (methods of evaluation)

Aftercare advice: homecare (ways of avoiding contra-actions, how to maximise treatment benefits); retail opportunities (products, future services)

Effects and benefits: physiological; physical; psychological

Anatomy and physiology: structure and function of skin; skin types, conditions, diseases and disorders; structure and function of hair; structure of neck, upper back and arms; position and action of muscles in upper back, neck and arms; structure and function and supply of blood and lymph to head

Assessment and grading criteria

In order to pass this unit, the evidence that the learner presents for assessment needs to demonstrate that they can meet all the learning outcomes for the unit. The assessment criteria for a pass grade describe the level of achievement required to pass this unit.

| Assessment and grading criteria | | |
|--|---|---|
| To achieve a pass grade the evidence must show that the learner is able to: | To achieve a merit grade the evidence must show that, in addition to the pass criteria, the learner is able to: | To achieve a distinction grade the evidence must show that, in addition to the pass and merit criteria, the learner is able to: |
| P1 prepare themselves, client and work area for Indian head massage | | |
| P2 use suitable consultation techniques to identify treatment objectives | M1 explain the importance of preparation and pre-treatment activities for Indian head massage | D1 evaluate pre-treatment preparations for Indian head massage |
| P3 provide clear recommendations to the client | | |
| P4 select products, tools and equipment to suit client treatment needs | | |
| P5 describe salon requirements for preparing themselves, the client and work area | M2 explain salon requirements for preparing themselves, the client and work area | |
| P6 describe the environmental conditions suitable for Indian head massage | | |
| P7 describe the different consultation techniques used to identify treatment objectives | | |
| P8 describe the importance of assessing the hair and scalp for any diseases and disorders prior to treatment | | |

| Assessment and grading criteria | | |
|--|--|--|
| To achieve a pass grade the evidence must show that the learner is able to: | To achieve a merit grade the evidence must show that, in addition to the pass criteria, the learner is able to: | To achieve a distinction grade the evidence must show that, in addition to the pass and merit criteria, the learner is able to: |
| P9 explain how to select products, tools and equipment to suit client treatment needs | | |
| P10 explain the contraindications that prevent or restrict Indian head massage | | |
| P11 communicate and behave in a professional manner | | |
| P12 follow health and safety working practices | | |
| P13 position themselves and client correctly throughout the treatment | | |
| P14 use products, tools, equipment and techniques to suit the client's treatment needs | M3 use products, tools, equipment and techniques to suit two different clients' treatment needs | |
| P15 complete the treatment to the satisfaction of the client | | |
| P16 record and evaluate the results of the treatment | | |
| P17 provide suitable aftercare advice | M4 provide suitable aftercare advice to different clients | |
| P18 explain how to communicate and behave in a professional manner | | |
| P19 describe health and safety working practices | | |

| Assessment and grading criteria | | |
|---|--|--|
| To achieve a pass grade the evidence must show that the learner is able to: | To achieve a merit grade the evidence must show that, in addition to the pass criteria, the learner is able to: | To achieve a distinction grade the evidence must show that, in addition to the pass and merit criteria, the learner is able to: |
| P20 explain the importance of positioning themselves and the client correctly throughout the treatment | | |
| P21 explain the importance of using products, tools, equipment and techniques to suit client's treatment need | M5 compare the suitability of selected products, tools, techniques used to suit two clients' treatment needs | D2 evaluate the suitability of products, tools, techniques used to suit two clients' treatment needs |
| P22 explain the effects and benefits of Indian head massage | | |
| P23 describe how treatments can be adapted to suit client treatment needs | M6 explain how treatments can be adapted to suit client treatment needs | |
| P24 state the contra-actions that may occur during and following treatments and how to respond | | |
| P25 explain the importance of completing the treatment to the satisfaction of the client | | |
| P26 explain the importance of completing treatment records | | |
| P27 explain the methods of evaluating the effectiveness of the treatment | | |
| P28 describe the aftercare advice that should be provided | M7 explain the aftercare advice provided | D3 evaluate the aftercare advice provided |

| Assessment and grading criteria | | |
|---|---|---|
| To achieve a pass grade the evidence must show that the learner is able to: | To achieve a merit grade the evidence must show that, in addition to the pass criteria, the learner is able to: | To achieve a distinction grade the evidence must show that, in addition to the pass and merit criteria, the learner is able to: |
| P29 describe the structure and functions of the skin | M8 explain the effects of Indian head massage on the skin, hair, and underlying anatomical and physiological structures | |
| P30 describe skin types, conditions, diseases and disorders | | |
| P31 describe the structure and function of the hair | | |
| P32 describe the structure of the neck, upper back and arms | | |
| P33 explain the position and action of the muscles in the upper back, neck and arms | | |
| P34 describe the structure, function and supply of the blood and lymph to the head | | |

Guidance

Links

This unit has particular links with:

- Unit 14: Aromatherapy for Beauty Therapy
- Unit 15: Reflexology for Beauty Therapy
- Unit 16: Provide Spa Treatments
- Unit 18: Sport and Exercise Massage

This unit has particular links with the following units in the Level 3 BTEC Nationals in Beauty Therapy:

- Unit 10: Provide Body Massage
- Unit 22: Aromatherapy Massage for Beauty Therapy.

This unit links to the following NOS in Beauty Therapy: B23 Provide Indian head massage.

Essential requirements

Delivery

This unit should be delivered in a Realistic Learning Environment (RLE), see *Annexe F*. The word 'client' relates to and peers and does not mean that treatments need to be carried out on paying clients or within commercial timescales.

This unit is intended to develop the knowledge, understanding and skills required for the preparation and application of Indian head massage treatments. Delivery of this unit should be mainly practical to engage and motivate learners. Tutors are advised to use a variety of teaching methods and aids when delivering the underpinning theory of this unit.

Tutors should introduce learners to Indian head massage treatments. Learners must be taught how to prepare for and perform these Indian head massage treatments, following health and safety practices. It is recommended that tutors provide an initial full demonstration to learners. Learners should then be given the opportunity to practise the techniques themselves on each other, before progressing onto clients. The benefit of this is that learners will gain first hand experience of Indian head massage treatments and will be more informed when performing treatments.

Learners need to be taught how to carry out preparatory activities, such as preparing the work area, performing client consultations and selecting appropriate products, tools and equipment. It is essential that learners are able to create treatment plans suitable for the individual client. Ideally, learners should have an opportunity to practise on different clients, so they can appreciate the differing treatment objectives and ways of adapting treatments to suit individual clients.

In order to perform treatments safely, learners will also need knowledge of the different contraindications which could prevent or restrict treatment and the contra-actions which may result.

Tutors must introduce learners to the theory associated with Indian head massage treatments, for example the effects and benefits, and anatomy and physiology, using a range of delivery methods such as lectures, seminars, group discussions and presentations. Tutors could explore the use of internet video clips, DVDs, trade publications, trade exhibitions and guest speakers to aid learners' understanding and generate group discussions considering the historical background and Eastern/Western perspectives.

The importance of providing suitable aftercare advice should be stressed. Learners should be encouraged to take advantage of retail opportunities presented by giving aftercare advice, as part of the client care experience.

Learners are expected to communicate and behave in a professional manner throughout this unit, especially when it comes to communicating about potentially sensitive matters. This is an essential skill that will serve learners well when they go into employment in the hair and beauty sector, where the client-hairdresser/therapist relationship is of paramount importance.

While learners are not expected to perform treatments within commercial timescales for assessment purposes, it is strongly recommended that learners intending to go onto employment within the industry are able to perform within commercial timescales to advance their employment prospects.

Outline learning plan

The outline learning plan has been included in this unit as guidance and can be used in conjunction with the programme of suggested assignments.

The outline learning plan demonstrates one way in planning the delivery and assessment of this unit.

| Topic and suggested assignments/activities and/assessment |
|---|
| Tutor introduction to unit – including outline of unit content, overview of how unit will be assessed (number of assignments and deadlines), range of recommended resources. |
| Assignment 1: Indian Head Massage Treatments (P1, P2, P3, P4, P11, P12, P13, P14, P15, P16, P17, M3, M4). Tutor introduction to assignment brief. |
| Expected communication and behaviour. Health and safety practices, current and relevant legislation. Promotional opportunities to encourage clients to visit for Indian head massage treatments. |
| Skin, hair and scalp conditions. Reasons for Indian head massage treatments, historical background, Eastern/Western perspectives, auras, chakras. Respective client requirements and necessary adaptations. |
| Preparation procedures. Preparation of therapist, client and work area. Client consultation and treatment planning. Selection of products, tools and equipment. |

Topic and suggested assignments/activities and/assessment

Indian head massage treatments – full demonstration by tutor, practise on peers, case studies. Treatment. Aftercare advice – designing a homecare leaflet for client following Indian head massage treatments. Practical workshops focusing on different themes each week, for example working cost effectively, commercial timings.

Anatomy and physiology, such as effects of treatments, and reflection on effects of Indian head massage treatments over a period of time – use of diagrams/textbooks, case studies. Evaluating effects and benefits, reflective log by learners.

Assignment 2: Indian Head Massage Case Study (P5, P6, P7, P8, P9, P10, P18, P19, P20, P21, P22, P23, P24, P25, P26, P27, P28, P29, P30, P31, P32, P33, P34, M1, M2, M5, M6, M7, M8, D1, D2, D3). Tutor introduction to assignment brief.

Assignment workshop(s)

Tutor recap of unit, using games and quizzes as memory aids.

Assessment

The unit is assessed by the centre and will be subject to external verification by Edexcel.

Achievement of the assessment and grading criteria should be evidenced through contextualised, vocationally-related experiences, with tasks specifically designed with the assessment and grading criteria in mind.

The theoretical aspects of assessment for this unit can be achieved through learners completing centre-devised assignments, a portfolio of evidence or through adaptation of Edexcel assignments where available. Practical assessment criteria will require observation and completion of relevant documentary evidence by the assessor.

Assessment should be as holistic as possible, with assignments designed to cover multiple assessment criteria, even across units, where appropriate. Reference to grading criteria should be made in the assessment documentation, to ensure the criteria have been met.

P1, P2, P3, P4, P11, P12, P13, P14, P15, P16, P17, M3 and M4 require learners to prepare for and perform Indian head massage treatments safely. Learners need to carry out treatments on two different clients. This must be assessed via practical observation and evidenced with a signed witness testimony. Learners will be assessed on their communication and behaviour throughout the treatments. Learners must be aware of the limits of their authority and responsibility, for example when to refer clients for medical advice and not diagnose conditions.

Learners will be expected to carry out preparation procedures before treatments, for example performing client consultations and selecting appropriate products, tools and equipment. Learners will also need to carry out associated post-treatment procedures, including providing aftercare advice.

P5, P6, P7, P8, P9, P10, P18, P19, P20, P21, P22, P23, P24, P25, P26, P27, P28, P29, P30, P31, P32, P33, P34, M1, M2, M5, M6, M7, M8, D1, D2 and D3 assess the underpinning theory associated with Indian head massage treatments. These criteria can be assessed in a variety of ways. A recommended holistic method of assessment would be for learners to produce a report on Indian head massage treatments they have provided.

Alternatively, theoretical assessment and grading criteria can be assessed in the form of a short-answer paper, or a number of smaller assignments, such as the examples below:

- an Indian head massage reference handbook for themselves/new starters (P5, P6, P7, P8, P9, P10, P18, P19, P20, P21, P23, P24, P25, P26, P27, P28, M1, M2, M6)
- a homecare leaflet for clients (P24, P28, M4, M7)
- an article investigating the effects of Indian head massage treatments (P22, P24, M8)
- reflective logs and case studies (P16, P27, M5, D1, D2, D3)
- worksheets/annotated diagrams of anatomy and physiology (P29, P30, P31, P32, P33, P34).

It is essential that learners are given opportunities to achieve all the assessment and grading criteria through the assignments. Theoretical aspects of this unit, such as anatomy and physiology, lend themselves to cross-unit assessment.

It is recommended good practice for tutors to hold regular assignment workshops where learners bring in their assignment work and work on it, consulting with the tutor when necessary.

Signed witness testimonies and observation records must be retained for verification purposes. Supplementary evidence in the form of photographs and consultation record cards could also be provided.

Programme of suggested assignments

The table below shows a programme of suggested assignments that cover the pass, merit and distinction criteria in the assessment and grading grid. This is for guidance and it is recommended that centres either write their own assignments or adapt any Edexcel assignments to meet local needs and resources.

| Criteria covered | Assignment title | Scenario | Assessment method |
|--|--------------------------------|--|--|
| P1, P2, P3, P4, P11, P12, P13, P14, P15, P16, P17, M3, M4 | Indian Head Massage Treatments | Prepare for and provide Indian head massage treatments for two different clients, following health and safety practices. | Practical observation, with a signed witness testimony Photographs as supplementary evidence marked and authenticated by the assessor |
| P5, P6, P7, P8, P9, P10, P18, P19, P20, P21, P22, P23, P24, P25, P26, P27, P28, P29, P30, P31, P32, P33, P34, M1, M2, M5, M6, M7, M8, D1, D2, D3 | Indian Head Massage Case Study | Produce a report, reflecting on Indian head massage and on the treatments provided. | Written report Photographs and diagrams as supplementary evidence marked and authenticated by the assessor |

Resources

Learners will need access to a salon environment that meets the requirements of a Realistic Learning Environment, as outlined in *Annexe F*. Learners will also require access to products, tools and equipment suitable for providing Indian head massage treatments, for example couches, trolleys, stool, mechanical equipment and appropriate consumables.

Indicative reading for learners

Textbooks

Burnham-Airey M and O'Keefe A – *Indian Head Massage: A Practical Guide, 2nd Edition* (Thompson Learning, 2005) ISBN 9781844803293

Cressy S – *Beauty Therapy Fact File, 5th Edition* (Heinemann, 2010) ISBN 9780435451424

McGuinness H – *Indian Head Massage* (Hodder Arnold, 2004) ISBN 9780340782187

Journals and magazines

Guild Gazette (Guild of Professional Beauty Therapists)

Habia News (Seed Publishing)

Websites

www.beautyguild.com

Guild of Professional Beauty Therapists

www.habia.org

Habia, the Standards Setting Body for the hair and beauty sector

www.professionalbeauty.co.uk

Professional Beauty

Employer engagement and vocational contexts

Centres are encouraged to develop links with healthcare professionals, such as medical centres, and to use guest speakers such as masseurs and beauty/spa therapists who perform Indian head massage treatments professionally.