Instructional Framework

Cosmetology and Related Services

12.0401.00

This Instructional Framework identifies, explains, and expands the content of the standards/measurement criteria, and, as well, guides the development of multiple-choice items for the Technical Skills Assessment. This document corresponds with the Technical Standards endorsed on July 12, 2026.

Domain 1: Professionalism and Infection Control **Instructional Time: 25 - 30%**	
STANDARD 1.0 APPLY PRINCIPLES OF PROFESSIONALISM TO SUCCEED IN THE COSMETOLOGY INDUSTRY	
1.1 Identify skill advancement and continuous learning opportunities (i.e., workshops, courses, community college classes, state-approved educator programs, professional organizations, advanced training in specialty areas such as laser aesthetics, industry-recognized certifications such as brand certifications, etc.)	• Industry professional presentations • Job shadowing • Career planning
1.2 Practice professional and ethical standards (i.e., professional appearance and conduct; operating within scope of practice; adherence to state regulations and sterilization procedures, etc.)	• Personal hygiene • Professional image based on salon environment • Professional cultural awareness per salon
1.3 Maintain effective cosmetology communication standards (i.e., active listening and thorough consultations, appropriate verbal and nonverbal skills, professional boundaries, conflict resolution, documentation, safety communication, and cultural sensitivity, etc.)	• Industry language • Appropriate conversations ○ Intergenerational and cross-cultural competency • Body language • Paraphrasing • Ethics

1.4 Identify key factors that contribute to the success of a salon (i.e., up-to-date technical skills, professional rapport, overall quality customer service, smart business management, etc.)	• Professionalism
	• Life skills
	  ○ Goal setting
	  ○ Time management
	  ○ Ethics
	  ○ Professional image
	• Personality traits
	  ○ Attitude
	  ○ Enthusiasm
	  ○ Active listening
	  ○ Self-confidence

	○ Conflict resolution ● Career opportunities ● Current with industry trends ● Customer satisfaction
1.5 Identify key business and marketing skills needed to manage and/or own a successful cosmetology business [i.e., networking skills, retail skills, social media skills (graphic design, web development), store management skills (handling appointments, inventory management, finance acumen), etc.]	● Social media ● Sustainability ○ Costs vs. expenses ○ Insurance ● Wage structures ● Business plan ● Payment options ● Appointment scheduling
1.6 Discuss how appearance, style, and modeling trends and techniques create a personal brand	● Digital apps
1.7 Describe the requirements of initial and renewal licensure by the Arizona Barbering and Cosmetology Board	● Reciprocity
STANDARD 2.0 DEMONSTRATE A SAFE AND HEALTHY SALON ENVIRONMENT	
2.1 Read, interpret, and follow manufacturer instructions and SDS guidelines for all products and salon services (i.e., chemical relaxers, hair color, etc.)	● Updated/current SDS versions ○ Accessible ● Proper storage ● Expiration dates
2.2 Differentiate among sterilization, disinfection, and sanitation procedures and their applications to maintain proper infection control standards	● Infection Control Principles and Practices ● Arizona State Board Rules and Regulations
2.3 Utilize infection control and safety standards as outlined in Arizona Administrative Code R4-10-112	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
2.4 Identify types of pathogens present in salon environments and risks to clients and licensure (e.g., bacteria, virus, and fungi)	● Infection control ○ Parasite
2.5 Demonstrate proper first-aid techniques and emergency procedures (i.e., cuts and abrasions, hair loss, burns, bacterial infections, slip and fall injuries, allergic injuries, etc.)	● Blood exposure

2.6 Apply safe handling techniques and procedures when using disinfecting products, tools, and equipment (i.e., styling brushes, shears, shampoo bowls, razors, etc.)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
2.7 Comply with Occupational Safety and Health Administration (OSHA) standards [e.g., the Hazard Communication Standard (HazCom), and Safety Data Sheets (SDSs)]	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
2.8 Select and apply appropriate draping materials and techniques based on service (i.e., shampoo draping, chemical draping, and haircut/styling draping, etc.) to protect the client and maintain sanitation and infection control standards	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
STANDARD 5.0 ANALYZE CHEMICAL COMPOUNDS, ELECTRICAL TOOLS, AND SALON PRODUCTS	
5.1 Explain the measures of the pH scale and how cosmetologists use pH to manage product effects on the hair, skin, and nails	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
5.2 Identify basic electrical tools found in salons (i.e., hair dryer, curling iron, clippers, etc.)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
5.3 Identify and describe the uses and contraindications of electrotherapy tools found in salons (i.e., electrodes, blue light vs. red light, ultraviolet, infrared, etc.)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
5.4 Read and evaluate chemical labels for proper application of products and effects on hair, skin, and nails	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
5.5 Describe chemical burn caused by a product and identify its causes, symptoms, and treatment	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
5.6 Identify essential haircutting tools and appropriate safety measures (e.g., shears, razors, clippers, and texturizing tools)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
5.7 Identify essential hairstyling tools and appropriate safety measures (e.g., curling wands, irons, flat irons, hair dryers, and deep wavers)	• Appropriate cord use and safety

Domain 2: Principles of Haircutting and Hairstyling **Instructional Time: 20 - 30%**	
STANDARD 6.0 DEMONSTRATE HAIRCUTTING AND HAIRSTYLING TECHNIQUES	
6.1 Identify and demonstrate different haircutting methods and techniques (i.e., elevations, basic haircuts, combined techniques, etc.)	• Texturizing techniques and tools • Appropriate tool selection • Current trend names
6.2 Analyze elements and principles of hair design/styles [e.g., elements (line, form, space, texture, color); principles (proportion, balance, rhythm, emphasis, harmony)]	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*

6.3 Analyze factors that influence hairstyle design [hair type and texture (e.g. wave pattern, density, and texture), facial shapes and proportions, and facial profiles (straight, convex, concave)]	• Facial shapes and proportions
	  ○ Enhancing features
	  ○ Camouflaging features
	• Hair types
	  ○ Wave pattern
	  ○ Hair texture

6.4 Apply hairstyling techniques to enhance or camouflage facial features based on design analysis	• Trends
6.5 Demonstrate thermal styling techniques to include safety procedures with both application and tools	• Marcel • Flat iron • Hot comb and stove
6.6 Demonstrate wet styling techniques and give examples of curl placement and results	• Finger waves • Roller sets • Pin curls
6.7 Demonstrate long hair styling techniques and identify appropriate tools and products	• Updo styles • Appropriate product application and use ○ Wet vs. dry styling
6.8 Demonstrate various braiding techniques and explain levels of stress to the hair shaft	• Braiding wet vs. dry hair • Braid tension

6.9 Demonstrate a range of hairstyling techniques from basic to advanced (i.e. blow drying, thermal irons, braiding and extensions, wet styling, finishing techniques, etc.)	• Specialized styling techniques
	  ○ Braiding
	  ○ Extensions
	  ○ Thermal irons

	○ Wet styling ● Avant Garde ● Advanced braiding ● Current trend names

Domain 3: Anatomy, Physiology, and Histology **Instructional Time: 20 - 25%**	
STANDARD 3.0 ANALYZE THE ANATOMY, PHYSIOLOGY, AND HISTOLOGY OF THE HUMAN BODY AS RELATED TO COSMETOLOGY	
3.1 Identify systems and organs of the human body and their functions	● Body systems and functions ○ Physiology ○ Muscular ○ Nervous ○ Skeletal ○ Integumentary ○ Respiratory ○ Cardiovascular/Circulatory ○ Endocrine ○ Lymphatic
3.2 Identify the structure and function of cells	● Tissues
3.3 Identify and describe skin diseases and disorders and consequent services that can be performed safely (i.e., psoriasis, dermatitis, MRSA, etc.)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
3.4 Evaluate the structure and functions of the skeletal, muscular, and nervous systems	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
3.5 Compare the integumentary and lymphatic systems in relation to each other and their role in the human body	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*

STANDARD 4.0 EVALUATE KEY ASPECTS OF TRICHOLOGY FOR COSMETOLOGY	
4.1 Define trichology (e.g., the scientific study of hair and scalp, focusing on diagnosing and treating hair loss, diseases, and scalp issues)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
4.2 Explain what a certified trichologist does [e.g., diagnoses hair loss, treats scalp conditions (e.g., dandruff, oiliness, psoriasis), and utilizes specialized techniques for hair and scalp inspection (e.g., microscopy and digital imaging)]	• Scalp health • Head spas • Scalp scrub
4.3 Evaluate internal and external properties of both hair and scalp (e.g., texture, density type, porosity, elasticity, and scalp condition)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
4.4 Demonstrate proper techniques for shampooing, scalp massage, rinsing, and conditioning of hair	• Consultation
4.5 Evaluate growth and structure of different hair types and textures	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
STANDARD 9.0 DEMONSTRATE MORPHOLOGY AND TREATMENT OF SKIN AND NAILS	
9.1 Identify face and skin modalities and treatments, from daily at-home care to professional in-office procedures (e.g., chemical peels, microneedling, and laser therapies)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*

9.2 Analyze facial skin for treatment including visual skin diseases and disorders	• Consultation
	  ○ Contraindications
	• Skin analysis
	• Skin types
	  ○ Dry
	  ○ Oily
	  ○ Combination

9.3 Perform the selected facial/skin service	• Facial service procedures and products

9.4 Apply makeup application from start to finish	• Color theory
	• Sanitation
	  ○ Disposable applicators
	• Facial shape
	  ○ Contour
	  ○ Altering lines
	• Tools and materials

9.5 Identify and perform proper extraction techniques (i.e., tweezing, waxing, etc.)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
9.6 Identify and perform safe shaping of eyebrows, lash and eyebrow tinting	• Waxing • Tweezing • Eye shapes • Brow shapes • Safety • Tint application • Removal of product

9.7 Follow manufacturer instructions in applying artificial eyelashes	• Lash application
	  ○ Strips
	  ○ Tape
	  ○ Lash
	  ○ Types
	  ○ Glues

9.8 Recognize symptoms of nail diseases and disorders	• Nail structure and growth

9.9 Prepare client for selected nail service	• Station set up
	  ○ Hand washing
	  ○ Tools
	• Pre-service procedures
	• Client consultation
	  ○ Nail analysis
	  ○ Nail trends/art

9.10 Perform nail technology modalities and procedures	• Manicures
	• Pedicures
	• Nail enhancements
	  ○ Tips
	  ○ Acrylic
	  ○ Gel
	  ○ Wraps
	• Paraffin application and safety
	• Product knowledge and application

Domain 4: Chemical Services **Instructional Time: 15 - 20%**	
STANDARD 7.0 DEMONSTRATE CHEMICAL TEXTURIZING AND HAIR COLORING TECHNIQUES	

7.1 Demonstrate hair analysis to perform appropriate chemical texturizing on a variety of hair textures safely	• Consultation
7.2 Demonstrate perm wrapping techniques in creating hairstyles (i.e., spiral wrap, basic perm wrap, piggyback wrap, curvature wrap, etc.)	• Bricklay
7.3 Demonstrate chemical relaxing processes in creating hairstyles	• Hydroxide relaxers • Ammonium thioglycolate • Smoothing treatments • Relaxer application
7.4 Demonstrate and describe curl reforming in creating hairstyles (i.e., creating softer, more manageable curl, etc.)	• Straight vs. curly hair
7.5 Evaluate the relationship between color theory in relation to the law of color (e.g., color classifications)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
7.6 Identify the procedure for FDA- and state-mandated patch testing to determine sensitivity to product	• Patch test vs. predisposition • Strand test • Manufacturing labels
7.7 Evaluate existing level of hair color of a client as it relates to additional color considerations and application procedures	• Underlying pigment • The level system

7.8 Demonstrate and describe the effects of changing existing hair color according to coloring techniques (e.g., temporary color, semi-permanent color, oxidative color, surface painting, slicing, weaving, double process blond, and corrective color)	• Levels of lift and deposit
	• Artificial color remover
	• Oxidative color (demi-permanent and permanent)
	• Coloring application techniques
	  ○ Balayage
	  ○ Foil
	  ○ Retouch

7.9 Follow all safety procedures when evaluating chemical actions of hair lighteners and color removers	• Chemistry • Application
7.10 Demonstrate step-by-step techniques used to color hair and provide special effect results	• Hands-on application technique

Domain 5: Hair Additions
Instructional Time: 5 - 10%

STANDARD 8.0 EVALUATE WIGS, HAIRPIECES, AND EXTENSIONS AS A CHOICE IN HAIRSTYLING	
8.1 Identify different wig materials (human hair, synthetic, or hybrid)	● Difference between natural/synthetic hair ● Quality and cost ● Types ○ Toupees ○ Clip-ins ○ Hair wrap
8.2 Identify different types of wig cap construction materials, their uses, and application (i.e., basic, lace-front, monofilament, etc.)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
8.3 Identify types of hair pieces, their uses, and application (i.e., toppers, bangs, ponytails, etc.)	● Product knowledge of application
8.4 Identify types of extensions, their uses, and application	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
8.5 Demonstrate procedures for proper wig measurements and application	● Measurement of the head ○ Head circumference ○ Front to nape ○ Ear to ear ● Extensions ○ Keratin fusion ○ Bead ○ Tape-in ● Hairpieces ● Client education on installation
8.6 Identify essential wig making and repairing supplies (e.g., wig blocks, ventilating needles/holders, thread and needles, and adhesives and tapes)	*The teacher committee reviewed the measurement criterion and determined that no additional clarification is required.*
8.7 Demonstrate proper care and maintenance of wigs and hair enhancements according to manufacturer's instructions	● Product selection and knowledge ● Cleansing ● Styling ● Cutting ● Coloring