



Australian Government

SHBHTLS009 Work to a brief to develop and refine hair designs

Release: 1

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Modification History

Not applicable.

Application

This unit describes the performance outcomes, skills and knowledge required to work proactively with a client to develop and refine their design requirements for hairdressing products, programs or services.

This unit applies to highly skilled senior hairdressers who have substantial experience across the industry and who work at a national or international level as freelance session stylists or creative or artistic directors for larger hairdressing organisations and product companies. They work with significant autonomy, have highly developed specialised technical, creative, conceptual and leadership skills and knowledge and are responsible for making a range of strategic design, operational and team decisions. They provide technical and creative leadership, training and support to colleagues and the industry at large.

No occupational licensing, certification or specific legislative requirements apply to this unit at the time of publication.

Pre-requisite Unit

Nil

Competency Field

Technical Leadership

Unit Sector

Hairdressing

Elements and Performance Criteria

ELEMENTS

Elements describe the essential outcomes

1. Analyse the brief to determine hair design requirements.

PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

- 1.1. Analyse the specifications of the brief.
- 1.2. Establish and clarify the user or clients for the proposed product or service to inform hair design concepts.
- 1.3. Identify and clarify specifications, parameters or constraints of the brief, including the legal and ethical

- constraints.
- 1.4. Proactively seek, review and act upon information needed to inform constructive communication with client.
 - 1.5. Build trust and respect between self and client through effective communication.
2. Present concepts and negotiate final brief.
 - 2.1. Identify and source information and references relevant to the development of the hair design concept.
 - 2.2. Develop concepts that take account of overall objectives and parameters.
 - 2.3. Critically analyse concept and challenge ideas to ensure responsiveness to client needs.
 - 2.4. Present concept proposals in an appropriate format and seek feedback from client.
 - 2.5. Use effective communication techniques to generate discussion, debate and critical analysis.
 - 2.6. Re evaluate and refine options based on own analysis and input from client.
 - 2.7. Agree on final nature of design with client and accurately document details.
 3. Negotiate terms and conditions.
 - 3.1. Negotiate and agree terms and conditions of producing final designs according to relevant organisational and professional standards.
 - 3.2. Clarify, agree and document roles and responsibilities of those involved in the project.
 - 3.3. Confirm agreements in writing, according to organisational requirements.
 - 3.4. Identify the need for and seek specialist advice to develop formal contracts, as required.

Foundation Skills

Foundation skills essential to performance in this unit, but not explicit in the performance criteria are listed here, along with a brief context statement.

Skill	Description
Writing skills to:	<ul style="list-style-type: none"> • present complex design proposals in a format and style that can be understood by a broad audience.
Oral communication skills to:	<ul style="list-style-type: none"> • ask open and closed probe questions and actively listen to clients to determine design requirements • clearly represent complex and innovative design concepts to clients.

- Initiative and enterprise skills to:
- develop and suggest creative design concepts to enhance customer proposals.
- Planning and organising skills to:
- collect, record and evaluate client information to determine initial and final design brief
 - manage own timing and productivity to present initial design concepts within deadlines.

Unit Mapping Information

SIHHTLS809 Establish, negotiate and refine hair design concepts for briefs

Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=255d312b-db07-48f2-b6d6-1b0b06c42898>