

# Business Unit (4-I, 8-I, 9-I, 10-I): The Professional, Career & Business

## Chapter Test

Multiple Choice | Esthetics Program

Name: \_\_\_\_\_ Date: \_\_\_\_\_ Score: \_\_\_\_\_ / 29

**Instructions:** Circle the letter of the best answer. Each question is worth 1 point. Answer all 29 questions.

### Section 1: The Healthy Professional

Wellness, ergonomics, and occupational health | Questions 1–7

- Ergonomics is: **△ TRICKY**
  - A type of facial
  - A skin disease
  - Designing work/posture to prevent strain and injury
  - A marketing plan
- Poor posture and standing all day can cause:
  - Improved hydration
  - Back, foot, and joint strain
  - Clearer skin
  - Better immunity
- Repeated chemical/fragrance exposure can lead to: **△ TRICKY**
  - Stronger skin
  - Contact dermatitis and sensitivities
  - More energy
  - Better posture
- You should take a sick day when:
  - You feel slightly tired
  - Your symptoms could spread illness or impair your work
  - It is raining
  - You have one client
- Proper hydration helps:
  - Cause fatigue
  - Spread germs
  - Weaken immunity
  - Maintain energy and health
- Footwear for a beauty professional should:
  - Be backless
  - Have high heels
  - Be fashionable only
  - Support all parts of the foot, including the arch
- Washing hands before every client primarily:
  - Prevents the spread of infection
  - Saves time

- c) Sells product
- d) Improves posture

## Section 2: Career Planning & Licensing

Exams, employers, resumes, interviews | Questions 8–15

8. State licensure typically requires: **⚠ TRICKY**
- a) Only a written exam
  - b) A 4-year degree
  - c) Only a practical exam
  - d) A written and a practical exam
9. Good written-exam preparation includes:
- a) Skipping the vocabulary
  - b) Guessing every answer
  - c) Cramming the night before only
  - d) A realistic study schedule and organized notes
10. For the practical exam, candidates should: **⚠ TRICKY**
- a) Borrow tools at the site
  - b) Watch other candidates
  - c) Bring, check, and clean all required equipment
  - d) Ignore the examiner
11. A resume is used to:
- a) Pay taxes
  - b) Lease a booth
  - c) Summarize skills/experience for employers
  - d) Track inventory
12. A strong job application should include:
- a) No cover letter
  - b) False achievements
  - c) A realistic resume and a cover letter
  - d) Salary demands
13. Which interview question is generally illegal for an employer to ask? **⚠ TRICKY**
- a) Why this salon?
  - b) What is your availability?
  - c) How old are you / are you a citizen?
  - d) What are your strengths?
14. Networking includes:
- a) Working alone
  - b) Joining organizations and attending trade shows
  - c) Refusing referrals
  - d) Avoiding events
15. Types of workplaces a new esthetician might consider include:
- a) Only medical spas
  - b) Salons, day spas, medical spas, resort/destination spas
  - c) Only day spas
  - d) None

### Section 3: On the Job

School-to-work, compensation, selling, marketing | Questions 16–21

16. Moving from school to work means: **△ TRICKY**
- a) No supervision
  - b) Less responsibility
  - c) Keeping your own pace
  - d) Meeting the real needs of the business
17. Common compensation methods include:
- a) Only salary
  - b) Only barter
  - c) Commission, salary, salary-plus-commission, booth rental
  - d) Only tips
18. Retailing in the salon means: **△ TRICKY**
- a) Cleaning tools
  - b) Lowering prices
  - c) Avoiding clients
  - d) Recommending and selling appropriate products
19. Sound money management includes:
- a) Spending all income
  - b) No records
  - c) Ignoring taxes
  - d) Budgeting, saving, and tracking expenses
20. Marketing is used to:
- a) Expand and retain the client base
  - b) Avoid rebooking
  - c) Shrink clientele
  - d) Cut quality
21. Rebooking a client at checkout is a form of:
- a) Booth rental
  - b) Payroll
  - c) Insurance
  - d) Building a steady clientele

### Section 4: The Beauty Business

Ownership, booth rental, operations | Questions 22–29

22. Protection against fire, theft, and lawsuits is provided by: **△ TRICKY**
- a) Marketing
  - b) Insurance (liability, fire, malpractice)
  - c) A resume
  - d) Tips
23. A lease is:
- a) A type of insurance
  - b) A resume
  - c) A binding agreement to rent business space
  - d) A pay structure

24. Booth renters are responsible for: **△ TRICKY**
- a) Only cleaning
  - b) Only the front desk
  - c) Their own records, taxes, supplies, and malpractice insurance
  - d) Nothing
25. Booth renters generally must pay:
- a) The owner's taxes
  - b) Their own taxes, including higher Social Security
  - c) No taxes
  - d) Only sales tax
26. Elements of a successful business include location, layout, records, and:
- a) No insurance
  - b) Qualified personnel/management
  - c) No staff
  - d) No marketing
27. To gauge financial success, a business keeps: **△ TRICKY**
- a) Income and expense records
  - b) Only client charts
  - c) Only tax forms
  - d) No records
28. Salon layout should be planned for:
- a) Appearance only
  - b) Random placement
  - c) The owner's hobbies
  - d) Efficiency and return on investment
29. Meeting payroll, offering benefits, and scheduling evaluations are part of: **△ TRICKY**
- a) Managing personnel
  - b) Marketing
  - c) Booth rental
  - d) Leasing

— End of Test (29 questions) —