



Title of the Qualification	Master Hairdresser Craftsperson				
Total ECVET Points					
EQF Level					
NQF Level	AT	DE	FR	NO	SI
Units of Learning outcomes (Part 1)	U1	Accounting and Controlling			
	U2	Budgeting, Calculation and Financing			
	U3	Entrepreneurship			
	U4	Human Resources Management			
	U5	Tutoring			
	U6	Marketing and Sales Management			
	U7	Cutting			
	U8	Dyeing			
	U9	Hairstyling			
	U10	Making of buns			
	U11	Permanent waving hair			
	U12	Shaving beard, moustache and whiskers			
Cross sectional Learning Outcomes	<p>To acquire the learning outcomes properly the following competences are essential:</p> <ul style="list-style-type: none"> ▪ s/he is able to act with social and ecological responsibility, ▪ s/he is able to adopt a quality management, ▪ s/he is able to use information and communication technology (ICT). 				

Title of the Qualification	Master Hairdresser Craftsperson					
Total ECVET Points						
EQF Level						
NQF Level	AT	DE	FR	NO	SI	
Units of Learning outcomes (Part 2)	U13	Skin care, decorative cosmetics and nail care				
	U14	Hair replacements				
	U14a	Extensions setting				
	U14b	Wigs setting and tailoring				
	U14c	Wigs making				
	U15	Mask creation				
	U16	Hygiene and safety				
	U17	Vocationally specific business administration				
	U18	Communication in an international context				
Cross sectional Learning Outcomes	<p>To acquire the learning outcomes properly the following competences are essential:</p> <ul style="list-style-type: none"> ▪ s/he is able to act with social and ecological responsibility, ▪ s/he is able to adopt a quality management, ▪ s/he is able to use information and communication technology (ICT). 					

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U1</h1>	
EQF Level					
Generic Title of the Unit	Accounting and Controlling				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to apply basic accounting rules.	S/he is able <ul style="list-style-type: none"> • to create a profit and loss statement, • to carry out internal accounting, • to conduct an inventory valuation. 			S/he is able <ul style="list-style-type: none"> • to read and evaluate balance sheets, • to make write-downs and provisions and transfer them onto a balance, • to draw conclusions for the company. 	
				S/he is able to plan and implement actions to control and reduce the effects of deviations	

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U2</h1>	
EQF Level					
Generic Title of the Unit	Budgeting, Calculation and Financing				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to draw up a cost estimate, calculate contribution margins and balance outcomes economically.	S/he is able to produce operational accounts.				
	S/he is able to calculate the costs of products and services and to analyse their profitability.				
	S/he is able to calculate the prices of products and services.				
	S/he is able to identify overall profit and losses.				
S/he is able to assess the company's investment needs and its financial resources.	S/he is able to select types of financing for corporate requirements, such as equity financing, self-financing and debt financing, leasing, factoring as well as types of public financing and subsidisation.				
S/he is able to calculate the company's performance ratios and take them into consideration.					
S/he is able to plan a budget by taking into account the relationship between operational accounts, calculations and results deviations.	S/he is able to draw up the bases for an investment budget, taking into account the company's liquidity and possible types of financing.			S/he is able to prepare a financial plan for the company, determine liquidity and identify the company's investment requirements.	
	S/he is able to conduct a cost control.				

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U3</h1>	
EQF Level					
Generic Title of the Unit	Entrepreneurship				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able <ul style="list-style-type: none"> to make a location analysis, to develop a start up concept, to draw up a medium- and long-term business plan. 	S/he is able to able to plan and set corporate targets.				
	S/he is able to plan and organise work, production and business processes, taking into account procurement and warehousing processes.			S/he is able to evaluate and improve the company's organisational structures and processes.	
	S/he is able to plan, organize and coordinate the work-, production- and business-processes, also including storage and logistics.				
S/he is able to apply the aspects of civil law relevant for skilled craft businesses and SMEs as well as provisions of commercial law, crafts, commerce and industry, competition and taxation legislation.					
S/he is able to organise cooperation with companies.					
S/he is able to apply a self- and time-management.					

Title of the Qualification	Master Hairdresser Craftsperson			U4	
EQF Level					
Generic Title of the Unit	Human Resources Management				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to apply the collective agreement and provisions of labour legislation.	S/he is able to determine and plan the company's need for staff and apply different methods of staff recruitment and selection.				
	S/he is able to lead and motivate staff responsibly.			S/he is able to resolve staff conflict.	
	S/he is able to develop the competences of staff according to current and future needs of the company and of the individuals.				

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U5</h1>	
EQF Level					
Generic Title of the Unit	Tutoring				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
<p>S/he is able</p> <ul style="list-style-type: none"> to apply the formal regulations and legislation concerning Vocational Education and Training, to arrange a training contract. 	<p>S/he is able to assess the company's suitability for the training of young people.</p>		<p>S/he is able</p> <ul style="list-style-type: none"> to organise the training process, to implement a corporate training plan, to organise training cooperation projects with schools, training centres, companies and other VET providers. 		
	<p>S/he is able</p> <ul style="list-style-type: none"> to plan the training process, to examine the youths' training prerequisites, to recruit apprentices. 				
	<p>S/he is able</p> <ul style="list-style-type: none"> to train apprentices in terms of specialisation and pedagogy, to demonstrate responsibility for the special needs of young people. 		<p>S/he is able to prepare apprentices for exams.</p>		
		<p>S/he is able to resolve conflict with or between apprentices.</p>			

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U6</h1>	
EQF Level					
Generic Title of the Unit	Marketing and Sales Management				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
Learning outcomes					
S/he is able to interpret analyses and studies of sales and procurement markets.	S/he is able to prepare a target group-specific market analysis, taking into account customers, suppliers, competitors, etc.		S/he is able to apply the appropriate instruments to design policies connected with pricing, terms and conditions, products and product lines and services, such as branding. In this context he/she is able to assess the impact of marketing measures.		
	S/he is able to draw up a marketing plan.				
S/he is able to negotiate and to handle contracting.	S/he is able to implement sales and after sales techniques.				

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U7</h1>	
Generic Title of the Unit	Cutting				
	AT	DE	FR	NO	SI
ECVET points / Relative Weight		Applicable	Applicable		Applicable
Learning outcomes					
S/he is able to choose the tools and techniques in accordance with the state of the hair, the direction of the growth of the hair, the state of the scalp and past treatments in order to cut.	S/he is able to apply any cutting technique, classic cut, fashion cut in line with the dye.		S/he is able to perform a full creative and innovating cut in accordance with the customer's wishes, his/her hair, morphology, style of life and/or event.		
S/he is able to make a diagnosis on the basis of the hair, the scalp and the information given by the customer.	S/he is able <ul style="list-style-type: none"> • to thin out, to trim, to layer, to blend, • to use tools such as scissors, razor, clippers. 		S/he is able to advise a customer on the cut and its follow up.		
S/he is able to choose the tools, products and techniques to make any sort of crew cut.	S/he is able to apply all techniques, tools and products in order to cut the flat top, to blend the nape, to cut around the ears including any fancy fine locks and side burns.		S/he is able to make a crew cut according to the type of hair and the shape of the customer's face.		

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U8</h1>	
Generic Title of the Unit	Dyeing				
	AT	DE	FR	NO	SI
ECVET points / Relative Weight		Applicable	Applicable		Applicable
Learning outcomes					
S/he is able to choose the products, the tools and techniques in accordance with the state of the hair, the direction of the growth of the hair, the state of the scalp and past treatments in order to dye.	S/he is able to choose the right products, mix the right quantities to achieve the expected result.			S/he is able to perform a full creative and innovating dye in accordance with the customer's wishes, his/her hair, morphology, style of life and/or event.	
	S/he is able <ul style="list-style-type: none"> • to apply all the techniques (bleaching, hair remover, high lights with or without foils, lightened ends with or without heat), • to apply dyes: temporary dyes, semi-permanent dyes, • to shade natural, dyed, highlighted hair. 				

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U9</h1>	
Generic Title of the Unit	Hairstyling				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Applicable		Applicable
Learning outcomes					
S/he is able to choose the products, the tools and techniques in accordance with the state of the hair, the direction of the growth of the hair, the state of the scalp and past treatments in order to set.	S/he is able to apply any hairstyle and take into consideration the fashion in order to achieve a total look.			S/he masters all the complementary techniques to perform a full creative and innovating setting in accordance with the customer's wishes, his/her hair, morphology, style of life and/or event.	
	S/he is able to perform a brushing, do a finger waves modeling and use different tools for this purpose.				
	S/he is able to apply products on wet hair before the set and /or after the set.				
	S/he is able to use a brush, a comb, a hairdryer, curling tongs, smoothing.				
S/he is able to choose the tools, the extra devices and techniques to set in accordance with the state of the hair, the direction of the growth of the hair, the scalp and past treatments.	S/he is able <ul style="list-style-type: none"> • to apply all techniques and perform all types of curls: simple, double roll up etc., • to choose the appropriate tools and accessories (hair pins, clips, combs) and to choose the different products needed for a set. 			S/he is able to perform an artistic set with balanced volumes, to brush the hair in the direction corresponding to the customers' wishes and the type of hair.	

Title of the Qualification	Master Hairdresser Craftsperson			U10	
Generic Title of the Unit	Making of buns				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Applicable		Applicable
Learning outcomes					
S/he is able to choose the tools, the products, extra devices and techniques to perform a bun taking into consideration the fashion and in accordance with the state of the hair, the direction of the growth of the hair, the scalp and past treatments.	S/he is able to master all the techniques, braiding, plaiting, knotting, putting hair in waves, twisting, spinning rolling, brushing, backcombing, smoothing down as well as the tools and products in order to perform a bun on any length of hair.			S/he is able to perform an artistic bun in harmony with the customer's style and/or in accordance with particular circumstances or events.	
	S/he is able to determine the volume of the bun in accordance with the model and use any extra device for this purpose.				
	S/he is able to clip the hair in one or several spots in order to fix a hairpiece (hair replacement).				

Title of the Qualification	Master Hairdresser Craftsperson			U11	
Generic Title of the Unit	Permanent waving hair				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Applicable		Applicable
Learning outcomes					
<p>S/he is able</p> <ul style="list-style-type: none"> to choose products, tools and techniques to change the structure of the hair to perform permanent waving, to uncurl/smooth hair, to take into consideration the direction of the growth of the hair, to perform on chemically treated hair. 	<p>S/he is able</p> <ul style="list-style-type: none"> to carry out different hair treatments involving permanent waving, to make a permanent wave on the full length of the hair for all types of styling, to choose between the use of perm lotion during and after winding or only after winding, to choose the perm lotion, the right doses and the processing time adapted to the type of hair and the expected result, to choose the rods (type and size) in accordance with the chosen curls, to lift the roots and make double and treble roll ups. 			<p>S/he is able to make an innovating perm in accordance with the wishes of the customer, his/her hair, morphology and style of life.</p>	
<p>S/he is able to establish a diagnosis on the basis of the hair, the scalp and the information provided by the customer.</p>	<p>S/he is able to uncurl/smooth any type of hair, European or ethnic hair.</p>			<p>S/he is able to advise the customer on the service offered and its follow up.</p>	

Title of the Qualification	Master Hairdresser Craftsperson			U12	
Generic Title of the Unit	Shaving beard, moustache and whiskers				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Not applicable		Applicable
Learning outcomes					
<p>S/he is able</p> <ul style="list-style-type: none"> to choose products, tools and techniques to shave, to cut and style beard, moustache and whiskers in accordance with the state of the hair and the direction of the growth of the hair, to apply specific hygiene rules. 	<p>S/he is able</p> <ul style="list-style-type: none"> to master shaving techniques, to cut and style beards, to shape whiskers, to shape moustache. 			<p>S/he is able to perform a full creative service in accordance with the customer's wishes and his hair, morphology and style of life.</p>	
	<p>S/he is able to use a razor, scissors, comb and shaver.</p>				

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U13</h1>	
Generic Title of the Unit	Skin care, decorative cosmetics and nail care				
	AT	DE	FR	NO	SI
ECVET points / Relative Weight		Applicable	Not applicable		Applicable
Learning outcomes					
S/he is able to choose the relevant products tools and techniques in accordance with national regulations or legislation, according to the type and state of the skin and past treatments, involving hair removal and styling of eyelashes.	S/he is able <ul style="list-style-type: none"> to carry out basic cosmetic skin treatments and skin-care on the face, low neckline and hands, to apply products such as cleaning tonic, refreshing cream, milk cream, day, night, under cream and massage with hands and fingers. 			S/he is able <ul style="list-style-type: none"> to perform a full skin care, to remove face hair and style eyelashes in accordance with the customer's needs and wishes. 	
	S/he is able to remove hair of the face with tweezers.				
	S/he is able <ul style="list-style-type: none"> to perform styling of eyelashes, to apply make up and dyeing. 				
	S/he is able to apply beauty care and perform a full make up in accordance with the colour of the skin, the eyes, the hair and the morphology and in coherence with specific circumstances.			S/he is able to perform a full service of make up in accordance with the customer's wishes, style of life and event.	
S/he is able <ul style="list-style-type: none"> to choose products, tools and techniques in accordance with the shape of the hand, to make a diagnosis of the nails. 	S/he is able to clean and care for hands and finger nails, including manicure treatments, nail art and massage techniques.			S/he is able to perform a full manicure service.	

Title of the Qualification	Master Hairdresser Craftsperson	U14
Generic Title of the Unit	Hair replacements	
Subunits	Extensions setting	U14a
	Wigs setting and tailoring	U14b
	Wigs making	U14c

Title of the Qualification	Master Hairdresser Craftsperson			U14a	
Generic Title of the Unit	Extensions setting				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Applicable		Applicable
Learning outcomes					
S/he is able to choose products, tools and techniques to make permanent or temporary extensions.	S/he is able to clap, to stick, to seal extensions with keratin caps.			S/he is able to provide a total new look on the basis of extensions.	
	S/he is able to undo extensions.				
	S/he is able to give advice for home care and maintenance of extensions.				

Title of the Qualification	Master Hairdresser Craftsperson			U14b	
Generic Title of the Unit	Wigs setting and tailoring				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Not applicable		Applicable
Learning outcomes					
S/he is able to choose products, tools and techniques to provide all services concerning wigs, hairpieces and toupees.	S/he is able to take measurements and to propose styles.			S/he is able to master the full process of advice to the customer and perform with hairpieces and wigs.	
	S/he is able to adjust, repair, clean, care, dye and cut.				
	S/he is able to style and dress hairpieces and wigs.				

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U14c</h1>	
Generic Title of the Unit	Wigs making				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
			Not applicable	Not applicable	
Learning outcomes					
S/he is able to choose products, tools and techniques to craft a wig.	S/he is able to take measurements, to design hair product (wigs, partial wigs, male frontal bones or toupee) according to customers' wishes and to anticipate final result.	S/he is able to analyze the specificities of the scalp and morphology of head.		S/he is able to perform the entire service from planning, making to placing of hair products in accordance with the wish, purpose and need of customer.	
		S/he is able use different production techniques of hair products for woman and males.			
	S/he is able <ul style="list-style-type: none"> to define necessary quantity of hair, to prepare hair, to choose contemporary materials and accessories for making wigs, hairpieces or toupee. 				
	S/he is able to arrange, to remodel and to change colours of cut hair.	S/he is able to change colour of hair products, to make curls to hair products, to care for hair products and to fix hair product to the customer.			
	S/he is able to use materials such as natural hair, European hair, Asian hair, animal hairs, vegetable fibres, synthetic fibres; means for care.				

Title of the Qualification	Master Hairdresser Craftsperson			<h1>U15</h1>	
Generic Title of the Unit	Mask creation				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Not applicable	Not applicable		Applicable
Learning outcomes					
<p>S/he is able</p> <ul style="list-style-type: none"> to perform various make up and masking techniques, to choose the products, tools and techniques in accordance with the state of the skin and the information given by the customer to make any sort of the mask creation. 	S/he is able to skin-care and carry out various mask creations			S/he is able to perform a skin care and a full mask creation in accordance with the chosen character regards to needs and wishes of customer (also depends on event).	
	S/he is able to apply products according to national legislation such as a wide pallet of colours, covering means (camouflage), various make-up pencils, lipsticks, cleaners for skin and accessories, various supplements for final making of chosen character and techniques.				
	S/he is able to apply techniques such as several layers of colours, shading, bordering and use appropriate tools, different kinds and thicknesses of brushes.				
	S/he is able to apply basic face and low body care.				

Title of the Qualification	Master Hairdresser Craftsperson			U16	
Generic Title of the Unit	Hygiene and safety				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Applicable		Applicable
Learning outcomes					
S/he is able to use and maintain vocationally-specific machines, tools and materials.					
S/he is able to make an allergy interview before proceeding to a service.					
S/he is able to apply hygiene and safety rules.					
S/he is able to provide comfort and ergonomic positions to the client during the service.					
S/he is able <ul style="list-style-type: none"> • to implement prevention of MSD musculo-skeletal diseases at work, when using tools and during the service to the client, • to apply the necessary measures to prevent occupational diseases in accordance with national rules or legislation such as wearing gloves, • to apply ergonomics during working time. 					
S/he is able to apply the regulations of personal and physical work protection.					
S/he is able to apply the vocationally-specific regulations concerning environmental protection.					

Title of the Qualification	Master Hairdresser Craftsperson			U17	
Generic Title of the Unit	Vocationally specific business administration				
ECVET points / Relative Weight	AT	DE	FR	NO	SI
		Applicable	Applicable		Applicable
Learning outcomes					
S/he is able to plan and manage customers' orders					
S/he is able to promote products and services and care such as scalp massage.					
S/he is able to carry out vocationally-specific calculations.					
S/he is able to carry out vocationally-specific personnel accounting and payment calculations.					

Title of the Qualification	Master Hairdresser Craftsperson			U18	
Generic Title of the Unit	Communication in an international context				
	AT	DE	FR	NO	SI
	Not applicable	Not applicable	Applicable	Not applicable	Not applicable
Learning outcomes					
S/he is able to perform a basic conversation in English.			S/he is able to use basic commercial vocabulary and start a negotiation in English in the hairdressing sector.		