Maryland CTE Programs of Study

Cosmetology III (2025)

GENERAL REQUIREMENTS. This course is recommended for students in Grades 10-12. 1

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INTRODUCTION 2

A **Career and Technical Education (CTE) instruction provides content aligned with challenging academic standards and relevant technical knowledge and skills for students to further their education and succeed in current or emerging professions.** 2.A

B **The Healthcare and Human Services Career Cluster encompasses careers for in-home and personal care support and offer esthetics and wellness services such as hairdressing, nail care, skincare, fitness, and massage therapy. Professionals in this field focus on enhancing personal appearance and promoting relaxation and well-being while remaining grounded in a thorough understanding of health and safety practices.** 2.B

C **The Careers in Cosmetology Program is a sequential, multi-level course series designed to prepare students for licensure and successful careers in the cosmetology industry. Spanning foundational to advanced skills, the program integrates classroom instruction, laboratory practice, and work-based learning experiences. Students develop proficiency in hairstyling, chemical treatments, nail care, skincare, and wellness services while adhering to strict health and safety protocols. Emphasis is placed on professionalism, customer service, and career readiness, including entrepreneurship and salon management. By the completion of Cosmetology IV, students will have gained the technical expertise, industry knowledge, and licensure preparation needed to excel in the dynamic field of cosmetology.** 2.C

D **Cosmetology III emphasizes professionalism, customer retention strategies, and leadership skills in the salon environment. Students continue to accumulate hours toward licensure through work-based learning experiences, internships, or apprenticeships under licensed professionals. This course also introduces students to mock licensing exams and portfolio development.** 2.D

E **Students will participate in at least two Career-Connected Education and Work-Based Learning experiences in this course, which might include informational nterviews or job shadowing relevant to the program of study.** 2.E

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F **Students are encouraged to participate in extended learning experiences through aligned Career and Technical Student Organizations (CTSOs). CTSOs are a cocurricular requirement in the Carl D. Perkins Act, and alignment to CTSO activities is an expectation for CTE programs in the state of Maryland.** 2.F

KNOWLEDGE AND SKILLS 3

A **The student leads salon teams and refines professional judgment in live-service settings. The student is expected to:** 3.A

1. Supervise Level I/II peers during mock salon operations. 3.A.1
2. Implement continuous improvement processes based on client-feedback reviews. 3.A.2
3. Demonstrate advanced client-communication techniques, including conflict resolution. 3.A.3

B **The student identifies various career pathways in the personal care service field. The student is expected to:** 3.B

1. Register for State Board examination and schedule required skill-demonstration assessments. 3.B.1
2. Complete a detailed career-development document, including anticipated earnings and employment venues. 3.B.2
3. Cultivate professional networking through industry events and externships. 3.B.3

C **The student leverages digital tools for professional branding and record-keeping.. The student is expected to:** 3.C

1. Design and maintain an online portfolio website showcasing service photos and client testimonials. 3.C.1
2. Use digital analytics to refine social-media and marketing strategies. 3.C.2
3. Implement client-management software for appointment tracking and follow-up. 3.C.3

D **The student applies advanced academic concepts to salon business. The student is expected to:** 3.D

1. Develop salon-budget projections and cost-analysis models. 3.D.1
2. Interpret chemistry data to troubleshoot formulation challenges (e.g., color correction). 3.D.2
3. Apply geometric principles to creative cutting and styling patterns. 3.D.3

E **The student ensures compliance with all regulatory and exam standards. The student is expected to:** 3.E

1. Conduct full safety audits of salon spaces per State Board checklists. 3.E.1
2. Model exemplary sanitation and infection-control practices under exam conditions. 3.E.2

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3 Demonstrate mastery of client-health screening and contraindication protocols. 3.E.3

F The student operates specialized and multi-functional salon equipment. The student is expected to: 3.F

1 Use advanced laser, light-therapy, and spa equipment safely. 3.F.1

2 Calibrate and maintain professional-grade color-mixing systems. 3.F.2

G The student creates complex, customized designs. The student is expected to: 3.G

1 Perform precision haircutting techniques (e.g., scissor-over-comb, razor cutting). 3.G.1

2 Craft couture styles (bridal, editorial, avant-garde). 3.G.2

H The student executes a full range of chemical treatments. The student is expected to: 3.H

1 Formulate and apply custom hair-color blends, highlights, balayage, and corrective color services. 3.H.1

2 Perform chemical straightening and texture-modification services safely and efficiently. 3.H.2

3 Analyze service outcomes and prescribe post-treatment care plans. 3.H.3

I The student develops a salon-startup plan. The student is expected to: 3.I

1 Draft a comprehensive business plan, including market analysis, staffing, and financial projections. 3.I.1

2 Design branding materials (logos, signage, digital collateral). 3.I.2

3 Outline staffing and client-retention strategies for a small salon. 3.I.3

J The student compiles a professional portfolio and readies for State Board licensure. The student is expected to: 3.J

1 Assemble performance-hour logs, service-photo galleries, and client-testimonial records. 3.J.1

2 Include all safety certifications, mock-exam results, and State Board-specified skill-checklists. 3.J.2

3 Develop entrepreneurship artifacts: résumé, mock interview scripts, and salon-startup pitch deck. 3.J.3

4 Demonstrate readiness via simulated licensure exam stations. 3.J.4

K The student applies nail-enhancement systems. The student is expected to: 3.K

1 Demonstrate monomer/polymer and gel application fundamentals, maintenance, and removal. 3.K.1

2 Follow SDS-based chemical safety procedures for enhancement products. 3.K.2

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L **The student performs advanced facials and makeup applications. The student is expected to:** 3.L

1. Conduct skin analysis, massage manipulations, and device-assisted treatments. 3.L.1
2. Apply corrective and editorial makeup looks, adhering to sanitation and safety protocols. 3.L.2