

Assignment Assessment Form

iUCO49 – Sales management in the hair and beauty sector

Instructions:

- Assessors must use this form to evaluate learners' submitted evidence, which may be a combination of some or all of the types listed below. Please indicate with a ✓ which source of information was submitted and accepted, and indicate with an × evidence submitted but not accepted.
- Learners may re-submit evidence for further evaluation at any stage of their course in order to achieve success.
- When all evidence has been submitted and accepted assessors must place a ✓ in the Assignment Completed box. This indicates a pass mark.
- The form must be placed with the project evidence for ITEC external verification purposes.

	Written word	Chart	Diagram	Graph	Other pictorial presentation	Date Accepted
Selling situations and opportunities in the spa, hair or beauty salon						
Sales techniques						
Communication techniques						
Negotiation skills						
Product knowledge						
Competitor analysis						

Client care/management during selling process <ul style="list-style-type: none"> Knowledge of target market Consumer behaviour 						
Legislation						
Sales forecasting						
Sales targets and methods of increasing revenue						
Assignment Completed					Pass	

Learner name: _____

Learner signature: _____ **Date:** _____

Lecturer/assessor name: _____

Lecturer/assessor signature: _____ **Date:** _____

Internal quality assurer name: _____

Internally quality assurer name: _____ **Date:** _____

External quality assurer name: _____

External quality assurer name: _____ **Date:** _____
(if sampled)

Document History

Version	Issue Date	Changes	Role
v1	30/09/2019	First published	Qualifications Administrator