

Assessment Form

iUCO83 – Promote products and services to clients in a salon

Name of Learner: _____

This assessment sheet must be completed in full for each learner by the Internal Assessor

- **Conducting the assessment** – The evaluation should be based on the criteria detailed below. The assessor should base their evaluation entirely on the learner's performance during the assessment exercise; they should remain objective and should not coach or distract the learner during the assessment. Please indicate with a ✓ criteria that are completed successfully, indicating with an × criteria that have not been completed successfully.
- **Once all boxes have been ticked the assessor must place a ✓ in the pass box indicating that the task is complete.**

Criteria	Assessor's comments			
	Completed	Completed	Completed	
Establish the client's requirements				
Introduce services and/or products to the client at a suitable time				
Give accurate and relevant information to the client				
Identify buying signals and interpret the client's intentions correctly				
Secure agreement with the client				
Close the sale				
Identify services and/or products to meet the requirements of the client				
MCQ Exam Completed				Pass/Merit/Distinction

Learner name: _____

Learner signature: _____ **Date:** _____

Lecturer/Assessor name: _____

Lecturer/Assessor signature: _____ **Date:** _____

Internal Quality Assurer name: _____

Internal Quality Assurer signature: _____ **Date:** _____

External Quality Assurer name: _____

External Quality Assurer signature: _____ **Date:** _____

(if sampled)

Document History

Version	Issue Date	Changes	Role
v1	03/03/2025	First published	Development Administrator