
Unit Specification

UBT502 – Consultative Techniques in Advanced Aesthetic Therapies

K/651/6102

Level: 4 Guided Learning Hours (GLH): 43

Overview

This unit will enable learners to develop their knowledge of the consultation techniques for advanced aesthetic therapies. This unit is about understanding the principles of client care when providing professional consultations for advanced aesthetic treatments. Learners will develop the knowledge and skills required to prepare for and undertake detailed consultations. Demonstrating an understanding of the need for client consent, how to work within the limit of own competence, the requirement of always conducting one's own consultation and the necessity of allowing time for a 'cooling off' period prior to treatment.

Learners will develop an understanding of the importance of considering the clients psychological needs when consulting for advanced therapies, whilst further developing their communication skills and knowledge of how to identify and advise on suitable treatment options and communicate realistic and appropriate treatment objectives.

Learning outcomes

On completion of this unit, learners will:

LO1 Understand how effective communication and professional behaviours contribute to client trust

LO2 Understand methods and processes of information gathering and the legal requirements for completing consultations

LO3 Understand the information to be recorded to inform treatment protocols

Unit content

LO1 Understand how effective communication and professional behaviours contribute to client trust

Methods of communication when dealing with clients and colleagues

Taught content

- Selection of the most appropriate methods to use for effective communication to identify the client's needs and expectations
- Initial contact – professional introduction, treatment objectives
- Communication skills – active listening, attention, empathy, questioning techniques, non-verbal communication
- Potential communication difficulties
 - For the client and for the practitioner – cultural differences, language barriers, lines of communication

Workplace standards for communicating with clients

Taught content

- Establishing a rapport
- Effective communication techniques – pre-treatment information, informed consent, raising concerns and identifying treatment objectives, client requirements and expectations, maintaining client records, professional limitations and boundaries

Professional appearance, practice and behaviour

Taught content

- Appearance
 - Wearing the correct uniform required to complete the treatment/service provided
 - Wearing appropriate PPE when carrying out the treatment/service
 - Personal hygiene and cleanliness professional presentation
- Professional practice
 - The importance of the consultation process and checking for contra-indications
 - Compliance with any particular rights, restrictions and acts applicable to the respective treatment
 - Abiding by relevant code of practice/ethics
 - The need for insurance and professional association membership
 - Maintaining a duty of care
 - Confidentiality
 - How to follow referral procedures, and never diagnose
 - How professionalism contributes to client trust

- Professional behaviour
 - Demonstrating respect to clients and colleagues
 - Good communication and customer service skills
 - Explaining the treatment and products to the clients
 - Showing confidence in abilities
 - Demonstrating correct client care throughout the treatment
 - Demonstrating understanding of workplace requirements for professional behaviour
 - Only carrying out treatments within scope of practice

Dealing with client complaints

Taught content

- Use appropriate communication skills
- Referring complaints to a relevant person where necessary such as the salon/clinic manager
- Assist in complaints being resolved – take responsibility for ensuring a suitable conclusion is achieved that is satisfactory for the client
- Management of issues post treatment – for example, expectations not being met, regret of treatment
- Know how to document post treatment complications and adverse reactions/contra-actions in line with organisation guidelines
- Know how to provide and inform the client of protocol for formal complaints if required
- Know protocols for escalating formal complaints to management

LO2 Understand methods and processes of information gathering and the legal requirements for completing consultations

Information gathering during consultation

Taught content

- Objective and subjective assessment
- Non-verbal communication
- Communication skills which support shared decision making, informed consent and agreement on treatments, outcome and expectations
- 'Request for treatment' approach to consent – the process of seeking consent, the importance of establishing whether the person has capacity to give consent, what constitutes valid consent, to ensure that the consent is given voluntarily and without pressure or influence and that sufficient information has been imparted to allow valid consent to be made

Purpose of carrying out a consultation with a client

Taught content

- Allows the practitioner to gather, interpret and analyse client's personal information, treatment and medical history and general health
- Informs the practitioner as to the client's suitability and eligibility for treatment. Allowing analysis and interpretation of client's personal information, motivations for treatments and specified aims
- To ensure the client is thoroughly informed of the treatment, its processes (including pre-treatment requirements), benefits and limitations and any possible adverse reactions/contra-actions
- Allows the client the opportunity to seek clarification on treatment options
- Allows the practitioner to record client satisfaction, pre-treatment tests and results, pre-treatment and aftercare advice given and any product advice and information given to the client to support the treatment outcomes
- The client consultation creates an informed and agreed treatment plan between practitioner and client
- A legal requirement and failure to consult properly with clients prior to treatment could invalidate insurance. It is essential that practitioners elicit information from their clients about their medical history, including any allergies and medications as well as checking for contra-indications
- The importance of timing for effective consultation. Why an effective consultation will never be conducted for the first time on the day of treatment and is completed in advance of treatment. Written information that the client can take away to study at their own leisure is necessary to ensure a continuity of care
- Allowing time to discuss alternatives/alterations to medication requirements with relevant healthcare professional if medication is a contra-indication to treatment. Allows for use of pre-treatment products to enhance the effectiveness of the treatment, ensures client is able to plan treatment with consideration of recovery or 'down time' needed and any restrictions to treatment
- Provides opportunity for pre-treatment tests to be carried out
- Allows client sufficient time to consider the treatment – "cooling off period" allows for thorough informed consideration of treatment, understanding consequences and implications

Insurance and legislation implications when carrying out client consultations

Taught content

- Responsibility to demonstrate good practice and professional competence
- Commitment to professional ethics
- Requirements to confirm and re-confirm client's understanding, agreement and consent to receive the treatment
- A legal requirement to perform a consultation before every treatment, even for regular clients
- Failure to carry out a consultation can invalidate insurance
- As a minimum a workplace should hold, where applicable, employer's insurance as well as public liability insurance and professional indemnity insurance
- Relevant legislation for consultations and client care includes data protection, health and safety and equality acts
- The most current sources of information on legislation governing advanced aesthetic therapies
- The current regulation developments within the aesthetics industry
- Legal requirements for providing treatments to minors – the age at which an individual is classed as a minor and how this differs internationally

LO3 Understand the information to be recorded to inform treatment protocols

Information required for assessment and treatment planning

Taught content

- Client assessment – methods must take into account current physical and emotional wellbeing of the client, limitations placed on both the client and practitioner, ensuring consultations are not intrusive for the client, questioning, detailed observation of area to be treated, use of diagrams, recording medical history as appropriate, confirming current treatments and medication, recording contra-indications, contra-actions and cautions, including relevant lifestyle matters as they affect the proposed treatment, liaising with others concerned with the client to optimise treatment, completing records in accordance with workplace requirements, the client's right to confidentiality, client privacy during consultation, respect for personal and cultural beliefs and values, completion of paperwork in a clear and concise manner
- Consultation records – as a minimum requirement records must include: General Medical Practitioner (GP) details, medical history, medication, client lifestyle, client profile, details of contra-indications and contra-actions, age, occupation, personal lifestyle factors including stress exposure and exercise habits. Details of skin type/condition/characteristics, hair type/condition, body type/condition relating to area and type of treatment
- Treatment history, previous treatments' outcomes and client satisfaction, psychological wellbeing, assess the impact of influencing intrinsic and extrinsic factors
- Allows time to provide further outline of the course of action and treatment methods advised, client's objectives, motivations and aims for treatment, specific to the treatment, treatment benefits, documentation of treatment media, machine setting (if applicable), explanation of how the treatments will be evaluated and the review process, agree treatment objectives and recommended treatment plan based upon client's needs and expectations, consent to the treatment, client's signature and treatment date, home care and aftercare advice to also include continuity of care such as does the client have access to any medications or care necessary post treatment (this information also needs to be signed for), additional product advice and recommendations for further treatments

Information which must be given to the client prior to advanced aesthetic therapies

Taught content

- Information based on effective interpretations of the communication outcomes – treatment recommendations based upon consultation, information gathered and relevant tests, to select, adapt and provide the correct treatment, products, tools and equipment based upon client consultation, needs and preferences and make further recommendations for on-going treatments, home and aftercare advice
- Clear explanation of treatment and products to facilitate the client's understanding, confirming understanding of the client's needs and expectations
- Clear explanations of how treatments/products can meet the client's expected outcomes
- The scope of treatment and its limitations
- Full and accurate information and explanations which allow the client to make informed choices. Encourage the client to judge the overall appropriateness of each option and why the client is encouraged to choose an option
- Establishing client expectations of the treatment
- Confirming mutual understanding between the client and practitioner and answering client's questions fully and accurately
- Identifying the client's preferred course of treatment plan, short term, medium term and long-term goals and the likelihood of a successful outcome
- Assessing the client's commitment, the possible restrictions to ongoing treatment
- The client should at a minimum be given the following information:
 - Treatment method
 - Benefits and effects of treatment – identify what the treatment will and will not do and if results can be guaranteed
 - Risks of treatment
 - Initial cost and maintenance costs
 - Length of treatment – individual treatments, benefits of courses of treatments, importance of time frames for optimum results
 - Sensations of treatment
 - Use of topical anaesthetics (if insured to do so and if appropriate) – risks, benefits, normal reactions, and side effects
 - Potential adverse reactions/contra-actions, risks and how to deal with them for example, anaphylactic shock
 - Management of realistic expectations
 - Alternative treatment options and their advantages, disadvantages and costs
 - Recovery times and restrictions post treatment – Aftercare
 - Treatment costs – for example, course of treatment for optimum results, length of course
 - Agreeing the treatment plan with the client

Psychological factors which may influence advanced aesthetic therapy procedures

Taught content

- Awareness of the psychology of appearance
- High risk groups including those with mental health conditions, body dysmorphic disorder (BDD), obsessive compulsive disorder (OCD) and adolescents
- Understanding of emotional support and referral options as part of the consent process
- Professional boundary setting
- The impact of projection of the practitioner's feelings, thoughts, personal likes and dislikes
- The impact of mood, personality and body image on decision making – recognising states (temporary behaviours) and personality traits (stable characteristics):
 - Cultural factors – beauty is perceived differently in different cultures

Managing realistic expectations

Taught content

- With consideration to:
 - The client's understanding of advanced aesthetic treatments
 - Types of questions to ask to ascertain the client's understanding
 - Recovery time and restrictions
 - Risk
 - How to identify when it is not appropriate to treat a client
 - The right of the practitioner to refuse to treat if expectations are not realistic

Information required to be recorded

Taught content

- Consultation record keeping, relevant contra-indications, signatures, refer to existing records, clear information, be accurate and work in a logical order age range, reason for treatment, occupation, medical history, allergies/hypersensitivity, contra-actions
- Adaptations and modifications, future recommendations (specific products, treatments and services), retail sales
- Agreed treatment plan, update records at the end of the treatment, update at each visit, maintenance of electronic and/or paper records
- Visual media of the treatment area in accordance with insurance requirements and organisation policies and procedure
- The importance of signatures and informed consent

Organisational protocols for record keeping

Taught content

- The importance of making records available prior to the treatment or treatments
- How to complete client records in accordance with organisation protocols
- The importance of gaining client consent
- The importance of accurate completion of records
- Methods of recording and storing information for example, in writing, electronically, record and store in line with current data protection legislation and professional codes of conduct, importance of accurate record keeping whilst ensuring confidentiality, disclosure of information to others (for example, non-disclosure, referral)

Capacity, consent and confidentiality

Taught content

- Only work within the realms of own scope of practice and expertise as an advanced aesthetic practitioner, only recommend treatments which are relevant and appropriate to the client and client suitability. Conditions for which advanced aesthetic therapies are appropriate, where advanced aesthetic therapies may be used with caution or modifications to treatment and techniques, where treatment is contra-indicated and where treatment is inappropriate
- Protocols for gaining informed consent from the client, methods of ensuring thorough understanding of the procedure/treatment, types and methods of aiding understanding, cooling off period, concerns surrounding capacity to understand information being provided and how to deal with this
- When a client should be referred to either a General Medical Practitioner, counsellor or other aesthetic practitioner
- Professional responsibilities – permission/consent from the client's General Medical
- Practitioner, requirements regarding medical consent, insurance issues and contra-indications and contra-actions, obtaining consent that is valid, transparent, professionally accountable, informed and given voluntarily, written consent
- Confidentiality – legislation regarding confidentiality, the client's right to confidentiality, understanding correct responses to issues of confidentiality, responsibilities of the practitioner to the client and other personnel
- Obtaining and recording medical approval to treat and the reasons for this – insurance issues, medical constraints, limitations of the practitioner's competence
- Consent – obtaining and recording client consent in accordance with protocols and legislation, the scope of consent must be made clear to the client

Roles and responsibilities of specialist service providers

Taught content

- Workplace or organisational procedure for referring clients to others if adverse conditions are suspected
- The importance of, and reasons for, not naming specific conditions when referring clients to other professionals
- The limits and boundaries of duties and responsibilities, and why it is important to explain these to the client
- The roles of other professionals and the specialist services
- The protocols for referring a client for treatment approval or guidance
 - General Medical Practitioner
 - Non-medical practitioner
 - Medical aesthetic practitioner
 - Counsellor

Procedures for taking clinical photographs

Taught content

- Camera specification
- Positioning of client
- Positioning of camera
- Lighting
- Storage of visual media, legislation requirements and client consent
- Frequency of photographic records for effective assessment of treatment plan
- Consent and signature

Assessment requirements

Learners must complete all assessment requirements related to this unit:

1. Assignment – Short Answer Response (SAR)
2. Theory examination

1. Assignment – Short Answer Response (SAR)

Learners must produce a summative assignment for LO3 within this unit (as detailed below), which forms part of the learner's internal assessment. This on demand summative assignment will be used to measure the learner's knowledge and understanding of the supporting theory linked to advanced aesthetic therapies. The short answer response assignment will target indicative content from within the mandatory unit specifications.

The assignment is externally set and internally marked by the centre using guidance and amplifications set by VTCT Skills. This assignment should be completed before the learner is entered for the qualification's individual unit practical and written examinations, at the end of the period of learning. The assignment must contain proficient evidence that the learners have conducted independent research to meet all the assessment criteria below.

At this level, learners are expected to demonstrate a thorough understanding of advanced aesthetic therapies. This includes a deep knowledge of all relevant concepts, theories, and practices, with the ability to analyse and evaluate information from diverse sources. Additionally, learners should articulate complex theoretical ideas clearly and effectively and conduct thorough independent research using a variety of academic sources to support their understanding and arguments.

Learning Outcome	Assessment Criteria
LO3 Understand the information to be recorded to inform treatment protocols	3.1 Information required for assessment and treatment planning
	3.2 Information which must be given to the client prior to advanced aesthetic therapies
	3.3 Psychological factors which may influence advanced aesthetic procedure
	3.4 Managing realistic expectations
	3.5 Information recorded on records
	3.6 Workplace requirements for record keeping
	3.7 Issues of consent and confidentiality
	3.8 Roles and responsibilities of specialist service providers
	3.9 Procedures for taking clinical photographs

2. Theory examination

Learners must complete a theory examination for this unit. This will consist of a multiple-choice question paper which is mapped to the relevant assessment criteria stated below.

The theory examination will test knowledge and understanding from across LO1 and LO2. Learners should use the unit content sections of this unit to aid revision since exam questions will test the full breadth of this content over time.

Questions in the exam will typically require responses that satisfy the demands of the following command verbs: Compare, Explain and Justify.

Learning Outcome	Assessment Criteria
LO1 Understand how effective communication and professional behaviours contribute to client trust	1.1 Methods of communication when dealing with clients and colleagues
	1.2 Workplace standards for communication with clients
	1.3 Professional appearance, practice and behaviour
	1.4 Dealing with client complaints

Learning Outcome	Assessment Criteria
LO2 Understand methods and processes of information gathering and the legal requirements for completing consultations	2.1 Information gathering during consultation
	2.2 Purpose of carrying out a consultation with a client
	2.3 Insurance and legislation implications when carrying out client consultations

Document History

Version	Issue Date	Changes	Role
v1	09/09/2025	First published	Qualification Development Manager