

CBSE | DEPARTMENT OF SKILL EDUCATION

BEAUTY AND WELLNESS (SUBJECT CODE- 807)

Marking Scheme for Class XII (Session 2022-2023)

Max. Time: 3 Hours

Max. Marks: 60

General Instructions:

1. Please read the instructions carefully.
2. This Question Paper consists of **24 questions** in two sections—Section A & Section B.
3. Section A has Objective type questions whereas Section B contains Subjective type questions.
4. **Out of the given (6+18=) 24 questions, a candidate has to answer (6+11=17) questions in the allotted (maximum) time of 3 hours.**
5. All questions of a particular section must be attempted in the correct order.
6. **SECTION A-OBJECTIVE TYPE QUESTIONS (30 MARKS):**
 - i. This section has 06 questions.
 - ii. There is no negative marking.
 - iii. Do as per the instructions given.
 - iv. Marks allotted are mentioned against each question/part.
7. **SECTION B –SUBJECTIVE TYPE QUESTIONS (30 MARKS):**
 - i. This section contains 18 questions.
 - ii. A candidate has to do 11 questions.
 - iii. Do as per the instructions given.
 - iv. Marks allotted are mentioned against each question/part.

SECTION A: OBJECTIVE TYPE QUESTIONS

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Q. 1	Answer any 4 out of the given 6 questions on Employability Skills (1 x4=4 marks)				
i.	<p>_____ is a process of developing a business plan, launching and running a business using innovation to meet customer needs and to make a profit.</p> <p>a) Entrepreneurship b) Profession c) Trade d) Occupation</p> <p>Answer: a) Entrepreneurship</p>	CBSE Study Material	ENTREPRENEURIAL SKILLS		1
ii.	<p>To prepare two sets of texts, which short cut key should be pressed to copy the text.</p> <p>a) CTRL+X b) CTRL+Z c) CTRL+V d) CTRL+C</p> <p>Answer: CTRL+C</p>	CBSE Study Material	ICT SKILLS		1
iii.	<p>_____ is defined as the drive required to engage in goal-oriented behavior.</p> <p>a) Motivation b) Self-realization c) Communication d) None of the above</p> <p>Answer: a) Motivation</p>	CBSE Study Material	SELF MANAGEMENT SKILLS		1
iv.	<p>People with this disorder always believe that others are constantly trying to demean, harm or threaten themselves.</p> <p>a) Schizophrenia b) Bipolar disease c) Paranoid Personality d) Dependent personality disorder</p> <p>Answer: Paranoid Personality</p>	CBSE Study Material	SELF MANAGEMENT SKILLS		1

v.	_____ is the kind of behavioral competency of the entrepreneur. a) Risk taking b) Poor planning c) Non efficiency d) Lack of confidence Answer: Risk taking	CBSE Study Material	ENTREPRENEURIAL SKILLS	8	1
vi.	Which is the shortcut key to print a text? a) Shift+P b) Ctrl+P c) Alt+P d) Prc sc Answer: b) Ctrl+P	CBSE Study Material	ICT SKILLS		1

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Q. 2	Answer any 5 out of the given 7 questions (1x5= 5 marks)				
i.	Electrical facial treatment is also called a) Facial Cleaning brush b) Galvanic Electro facial treatment c) Cosmetic Electrotherapy d) High frequency treatment Answer: c) Cosmetic Electrotherapy	CBSE Study Material	Unit 2, Session 2	47	1
ii.	A quality of a salon receptionist. a) Serious Face b) Smiling face c) Non-friendly d) Worried Answer: Smiling Face	CBSE Study Material	Unit 3, Session 2	61	1
iii.	_____Is not a type of payment. a) Credit card b) Loyalty Card c) Gift Voucher d) Bill Answer: d) bill	CBSE Study Material	Unit 3, Session 3	67	1

iv.	<p>The process of electrical facial skin treatment involves the use of _____</p> <p>or _____ Poles or both together required end results.</p> <p>a) High, low b) Positive, negative c) North, south d) Large, small</p> <p>Answer: b) Positive, negative</p>	CBSE Study Material	Unit 2, Session 2		1
v.	<p>The area where a client gets the first impression of the salon.</p> <p>a) Retail Area b) Storage Area c) Front Desk d) Lounge area</p> <p>Answer: c) Front Desk</p>	CBSE Study Material	Unit 3, Session 2	65	1
vi.	<p>The second largest cause of death in the world.</p> <p>a) Alcohol b) Ghutka c) Tobacco d) Cancer</p> <p>Answer: c) Tobacco</p>	CBSE Study Material	Unit 4, Session 1	83	1
vii.	<p>The process or activity of sharing or conveying information through the help of messages using methods like speech, writing, visuals, signals or behavior.</p> <p>a) Gestures b) Communication c) Both(a)and(b) d) None of the above</p> <p>Answer: b) Communication</p>	CBSE Study Material	Unit 4, Session 1		1

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Q. 3	Answer any 6 out of the given 7 questions (1x6= 6 marks)				
i.	<p>What is the most important factor to be kept in mind while giving Ultrasonic Exfoliation to a client suffering from Neuralgia and Trigeminal nerves?</p> <p>a) Avoid Speaking loudly b) Being intolerant c) Giving Ultrasonic Exfoliation secretly d) Maintain Social Distancing</p> <p>Answer: Avoid speaking loudly</p>	CBSE Study Material	Unit 2, Session 2	51	1
ii.	<p>_____ Describes the shade of the skin.</p> <p>a) Up tone b) Complexion c) Skin tone d) None of the above</p> <p>Answer: c) Skin Tone</p>	CBSE Study Material	Unit 1, Session 1	8	1
iii.	<p>Priya is a receptionist in a salon. She gets lot of telephonic calls for queries and appointments for various services. Identify the problem she faces during telephonic communication.</p> <p>a) Noise b) Website issues c) Both(a)and(b) d) None of the above</p> <p>Answer: a) Noise</p>	CBSE Study Material	Unit 3, Session 2	65	1
iv.	<p>Foundation best suited for people interested in natural makeup.</p> <p>a) Sheer b) Mousse c) Compact d) Mineral</p> <p>Answer: d) Mineral</p>	CBSE Study Material	Unit 1, Session 2	10	1

v.	Dry skin is due to lack of lubrication from the _____ glands. a) Oily b) Lubricating c) Sebaceous d) Thyroid Answer: c) Sebaceous	CBSE Study Material	Unit 1, Session 1	7	1
vi.	Which tool is best suited for deep cleansing? a) Foundation brush b) Electric brush c) Cotton wool d) None of the above Answer: b) Electric brush	CBSE Study Material	Unit 2, Introduction	44	1
vii.	Neha has thin and sparse eyelashes. Which kind of mascara should be used by her to provide volume to her thin eyelashes and to add depth to her eyes? a) Powder Mascara b) Cream Mascara c) Liquid Mascara d) No mascara Answer: b) Cream mascara	CBSE Study Material	Unit 1, Session 2	13	1

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Q. 4	Answer any 5 out of the given 6 questions (1x5= 5 marks)				
i.	Shanaya is an air hostess. She has to apply makeup on a daily basis. Her job involves lot of travelling. Which technique of make-up removal is convenient to her for cleansing and maintaining a fresh face? a) Using a toner b) Using Cleansing oil c) Using Micellar water d) Wipes or towelettes Answer: d) Wipes or towelettes	CBSE Study Material	Unit 1, Session 7	30	1
ii.	_____are really important to provide a light glow over your face. a) Mascara b) Foundation c) Concealer d) Shimmers	CBSE Study Material	Unit 1, Session 2	11	1

	Answer: d) Shimmers				
iii.	_____ the face is also a method of relaxing as it improves the circulation and opens the pores for further cleansing. a) Rubbing b) Steaming c) Cleaning d) Washing Answer: b) Steaming	CBSE Study Material	Unit 1, Session 2	45	1
iv.	A _____ is the first point of contact when a customer enters in a salon. a) Salon receptionist b) Beauty Therapist c) Massager d) Client Answer: a) Salon Receptionist	CBSE Study Material	Unit 3, Introduction	61	1
v.	Base of a matte foundation is _____. a) Water b) Oil c) Both(a)and(b) d) None of the above Answer: a) Water	CBSE Study Material	Unit 1, Session 2	10	1
vi.	Which is the most commonly used cosmetic facial therapy? a) Galvanic Electro facial treatment b) Facial Cleaning brush c) Ultrasonic Exfoliation d) Micro dermabrasion Answer: a) Galvanic Electro facial treatment	CBSE Study Material	Unit 2, Session 2	49	1

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Q. 5	Answer any 5 out of the given 6 questions (1x5= 5 marks)				

i.	<p>Diya went to a salon for getting an electrical facial treatment but she is suffering from sinusitis. Which electrical facial treatment should she avoid?</p> <p>a) Vacuum suction b) Galvanic Electro facial treatment c) Ultrasonic Exfoliation d) High frequency treatment</p> <p>Answer: b) Galvanic Electro facial treatment</p>	CBSE Study Material	Unit 2, Session 2	49	1
ii.	<p>_____ is a medium of recording the booking of appointments.</p> <p>a) Computer b) English c) Both(a)and(b) d) None of the above</p> <p>Answer: a) Computer</p>	CBSE Study Material	Unit 3, Session 1	63	1
iii.	<p>_____ are used to enhance the cheeks area of the face.</p> <p>a) Foundation b) Lipstick c) Blusher d) Eye-shadow</p> <p>Answer: c) Blusher</p>	CBSE Study Material	Unit 1, Session 2	11	1
iv.	<p>III- effect of alcoholism are _____</p> <p>a) Risk of heart diseases b) Liver infection c) Degradation in social and economic status d) All of above</p> <p>Answer: All of above</p>	CBSE Study Material	Unit 4, Session 1	82	1
v.	<p>_____ is the tendency in which one consumes alcohol to cope with difficulties or to avoid the feeling of sadness?</p> <p>a) Depression b) Alcoholism c) Both(a)and(b) d) None of the above</p> <p>Answer: b) Alcoholism</p>	CBSE Study Material	Unit 4, Session 1	83	1

vi.	An emulsion of mineral oil, water and wax and acts as a moisturizer. a) Cold Wax b) Sunscreen c) Cold Cream d) Body lotion Answer: c) Cold Cream	CBSE Study Material	Unit 1, Session 7	31	1
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Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Q. 6	Answer any 5 out of the given 6 questions (1x5= 5 marks)				
i.	Bindi is a symbol of _____ and style. a) Tradition b) Amaze c) Creativity d) None of the above Answer: a) Tradition	CBSE Study Material	Unit 1, Session 5	23	1
ii.	Which kind of skin is very similar to dry skin but characterized by deep lines and looseness? a) Oily skin b) Matured skin c) Allergic Skin d) Combination skin Answer: b) Matured skin	CBSE Study Material	Unit 1, Session 1	7	1
iii.	_____ is important for a positive self-image to maintain a pleasing and attractive appearance. a) Being hardworking b) Grooming c) Communication d) None of the above Answer: b) Grooming	CBSE Study Material	Unit 4, Introduction		1
iv.	Foundation that contains SPF40, and is useful in providing sun protection. a) Cream b) Matte c) Sheer d) Waterproof Answer: c) Sheer	CBSE Study Material	Unit 1, Session 2	10	1

v.	The process of communication has _____ major components. a) Two b) Three c) Four d) Five Answer: c) Four	CBSE Study Material	Unit 4, Session 1	78	1
vi.	Analogous colors are also known as _____ colors. a) Similar b) Contrasting c) Opposite d) Hue Answer: a) Similar	CBSE Study Material	Unit 1, Session 4	22	1

SECTION B: SUBJECTIVE TYPE QUESTIONS

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Answer any 3 out of the given 5 questions on Employability Skills (2 x 3 = 6 marks) Answer each question in 20–30 words.					
Q. 7	Write any two advantages of spreadsheet. Answer: The advantages of spreadsheet are: (i) Built-in functions make calculations easier, faster, and more accurate. (ii) Large volumes of data can be easily handled and manipulate.	CBSE Study Material	ICT SKILLS		2
Q. 8	Why Self-Motivation is important? Answer: 1. It increases individual's energy and activity. 2. It directs an individual towards specific goals.	CBSE Study Material	SELF MANAGEMEN T SKILLS		2

Q. 9	Define personality. Answer: Personality is relatively enduring set of traits. These traits are made up of be emotional, behavioral and mental set of characteristics. Heredity has been found to be determining personality apart from environmental forces. Personality is shaped through family, culture, society, education and other environmental factors.	CBSE Study Material	SELF MANAGEMENT SKILLS		2
Q.10	What are the key problems an entrepreneur may face while running a business? Answer:1. Idea: What should my business idea be? How do I know that this idea will work? 2.Money: How much money should be raised to start a business?	CBSE Study Material	ENTREPRENEUR IAL SKILLS		2
Q.11	What makes entrepreneur successful? Answer: 1) Confidence 2) Independence 3) Perseverance 4) Open mindedness	CBSE Study Material	ENTREPRENEUR IAL SKILLS		2

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Answer any 3 out of the given 5 questions in 20–30 words each (2 x3 =6marks)					
Q.12	Give a brief note on maintenance of ‘lounge area/waiting area’ in a salon. Answer: Lounge area should be clean and without any unpleasant odours. Magazines and newspapers should be kept neatly. Make sure the coffee machines are operational and clean. Offer water to the client and make them comfortable.	CBSE Study Material	Unit 3, Section 3	66	2
Q.13	Define the following: a) Cools colors b) True tone Answer: a) Colors with blue or red under tones are called cool colors. They are soothing and tend to recede more. b) The ‘True tone’ is the combination of any hue with the addition of pure grey.	CBSE Study Material	Unit 1, Section 4	21-22	2

Q.14	Suggest some ways to reduce telephonic communication difficulties. Answer: 1. Listen actively. 2. Turn your back on any distraction. 3. Keep noise around you to a minimum. 4. Focus solely on the phone call. 5. Speak clearly. 6. Check for understanding. (any4)	CBSE Study Material	Unit 4, Section 1	78	2
Q.15	Distinguish between a 'sunstyle' and 'flower style' bindi. Answer: Sun style bindi style represents the divine form of energy, the Sun. Flower style bindi is a simple bindi design. It looks beautiful when worn with embroidered kurtis and Salwars.	CBSE Study Material	Unit 1, Section 5	23	2
Q.16	Mention any four contra indications of 'Ultrasonic Exfoliation'. Answer: 1. Skin diseases 2. Neuralgia eye and trigeminal nerves 3. Acute infectious diseases 4. Dilated capillaries 5. Tumors and post operative period 6. Recently made chemical peeling 7. Pregnancy 8. Tuberculosis (Any4)	CBSE Study Material	Unit 2, Section 2	51	2

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Answer any 2 out of the given 3 questions in 30–50 words each (3x2=6marks)					

<p>Q.17</p>	<p>What kind of voice, words and body language should be used while dealing with the calls of customers?</p> <p>Answer: <u>Voice:</u></p> <ol style="list-style-type: none"> 1. Speak clearly 2. Speak directly into the mouth piece 3. If you are sitting, don't slump, your posture can affect your voice 4. Be efficient but friendly and smile <p><u>Words:</u></p> <ol style="list-style-type: none"> 1. Choose your words carefully because the listener cannot see you. 2. Repeat and check names, times, dates and phone numbers. <p><u>Body language</u></p> <p>Even when the phone is answered with Hello? You can tell if that person is happy, boredom hassled. Smiling when you announce yourself can help to make you sound, please to receive the call.</p> <ol style="list-style-type: none"> 1. Use body language even though it can't be seen, otherwise your voice may sound stilted. 2. Smile even though it can't be seen, it will be heard. 3. Focus your eyes on something that will help you concentrate on your communication. 4. Listen for body language, e.g., pauses and breathing patterns. (2 points from each) 	<p>CBSE Study Material</p>	<p>Unit 3, Section 1</p>	<p>61</p>	<p>3</p>
<p>Q.18</p>	<p>Renu works in a reputed salon. List the code of conduct for her.</p> <p>Answer:</p> <ol style="list-style-type: none"> 1. Show respect and be fair and courteous to others. 2. Do not criticize other staff or salons. 3. Be honest and always keep your word. 4. Behave in a professional manner. 5. Unlawful discrimination or harassment should not be tolerated and should be reported immediately. 6. It is inappropriate to speak about religion, politics, another person's sex life, Gossip wear. (Any 3 points) 	<p>CBSE Study Material</p>	<p>Unit 4, Section 1</p>	<p>81</p>	<p>3</p>
<p>Q.19</p>	<p>State the benefits of using an electric brush.</p> <p>Answer:</p> <ol style="list-style-type: none"> 1. Gently massage the skin to stimulate blood circulation 2. Removes dead skin cells 3. Skin can better absorb nutrients in any cream 4. Better and deeper cleansing (Any 3 points) 	<p>CBSE Study Material</p>	<p>Unit 2, Section 2</p>	<p>48</p>	<p>3</p>

Q. No.	QUESTIONS	Source Material (NCERT/PSSCIVE/ CBSE Study Material)	Unit/ Chap. No.	Page no. of source material	Marks
Answer any 3 out of the given 5 questions in 50–80 words each (4x3=12 marks)					
Q.20	<p>Elaborate any four different types of eyeliners used in the makeup.</p> <p>Answer:</p> <p>Liquid eyeliner: There are two types of eyeliners namely, brush tip and felt-tip marker. The liquid eyeliner stays long.</p> <p>Gel or Cream eye liner: It has waxy consistency and can be applied with the help of a brush or a Q-tip. This can be used when there is a requirement of waterproof eyeliner.</p> <p>Kajal eyeliner: These have an immediate benefit over the pencil eyeliners. This eyeliner is a like a dried-out marker. This eyeliner lasts much more than any other eyeliners.</p> <p>Kohl Pencil eyeliner: It is known for creaminess. Much easier to smudge around. It is used to create smokey eyes.</p>	CBSE Study Material	Unit 1, Section 3	15	4
Q.21	<p>a) Which type of electric current is used in Galvanic Electro-Facial Skin?</p> <p>b) Write down the contra-indications and effects of Galvanic Electro-Facial. (1+3)</p> <p>Answer:</p> <p>a) Direct Current (DC)</p> <p>b) Effects of Galvanic Electro-Facial are:</p> <ul style="list-style-type: none"> • Complete cleansing and detoxification • Increases blood circulation • Reduced appearance wrinkles and fine lines • Effective application of skin care products • Makes the skin brighter <p>Contra-indications</p> <ul style="list-style-type: none"> • Skin infection or irritation • Vascular or hypersensitive skin • Sinusitis • Epilepsy • Excessive fillings 	CBSE Study Material	Unit 2, Section 2	49	4

<p>Q.22</p>	<p>Discuss the steps involved in scheduling an appointment with the client.</p> <p>Answer: Step 1: The first thing to be noted is customer name and contact details followed by service or treatment required, time and date of appointment, name of the person providing the service.</p> <p>Step2: Note the details accurately and promptly in a suitable medium.</p> <p>Step3: Schedule the bookings after estimating timings of the services.</p> <p>Step4: Politely decline the timings if the asked slots are unavailable and offer the closest solution possible keeping in mind the need and preference of the client.</p>	<p>CBSE Study Material</p>	<p>Unit 3, Section 1</p>	<p>64</p>	<p>4</p>
<p>Q.23</p>	<p>How can you provide a caring environment to a client?</p> <p>Answer: To provide a caring environment you must:</p> <ol style="list-style-type: none"> 1. Demonstrate a positive attitude towards work and other people. 2. Have a clean and neat appearance. 3. Show a friendly and courteous attitude to each other and to the clients. Always acknowledge the client, even if you are on the phone or with someone else. 4. Have high personal standards of behavior and conduct. 5. Be punctual, reliable and efficient. If you are running late for work, call the salon immediately. If you are running behind schedule, explain the delay to your client; most will understand. Apologize for the inconvenience and do not blame anyone. 6. Be reassuring to your client and put them at ease by your behavior. This includes devoting your full attention to the client. It is rude to chat with other staff while attending to your client, however professional discussion with co-workers is permissible. <p>(Any 4)</p>	<p>CBSE Study Material</p>	<p>Unit 4, Section 1</p>	<p>71</p>	<p>4</p>

<p>Q.24</p>	<p>Reema is a makeup artist. She has to do a party makeup on a client and has to identify the skin tone of the client to apply the right colour make-up and lipstick. In which ways can she determine the undertone of her skin? Explain.</p> <p>Answer: She can use either of the following methods to identify the undertone of her client.</p> <p>1. Vein Test: Observe for the vein colours under the wrist. If the vein appears blue in colour, then the undertone is categorized under warm undertone. Warm colours should be used for makeup. If the vein appears green, then it is to be interpreted as a cool undertone. A makeup artist should use cool colours for the makeup.</p> <p>2. The Old Jewelry Trick: The undertone can also be determined whether the client looks good in gold or silver. If the client looks good in gold ornaments, then the undertone is warm. If silver ornaments are suitable for the client, the undertone is cool. The colour wheel helps in identifying the suitable colour for the foundation, conceal, blush, eyeliner and lipstick. The basic rule is to stick to cool colours for cool undertone and warm colours for warm undertone.</p>	<p>CBSE Study Material</p>	<p>Unit 1, Section 1</p>	<p>7</p>	<p>4</p>
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