

# Pivot Point Level 1 Hairstyling Practice Test (Sample)

## Study Guide



**Everything you need from our exam experts!**

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# Table of Contents

<b>Copyright</b> .....	<b>1</b>
<b>Table of Contents</b> .....	<b>2</b>
<b>Introduction</b> .....	<b>3</b>
<b>How to Use This Guide</b> .....	<b>4</b>
<b>Questions</b> .....	<b>5</b>
<b>Answers</b> .....	<b>8</b>
<b>Explanations</b> .....	<b>10</b>
<b>Next Steps</b> .....	<b>15</b>

SAMPLE

# Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

**Remember:** successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

# How to Use This Guide

**This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:**

## **1. Start with a Diagnostic Review**

**Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.**

## **2. Study in Short, Focused Sessions**

**Break your study time into manageable blocks (e.g. 30 - 45 minutes). Review a handful of questions, reflect on the explanations.**

## **3. Learn from the Explanations**

**After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.**

## **4. Track Your Progress**

**Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.**

## **5. Simulate the Real Exam**

**Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.**

## **6. Repeat and Review**

**Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.**

**There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!**

## Questions

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- 1. An effective way to build trust is to:**
  - A. Tell half-truths**
  - B. Communicate in open, honest ways**
  - C. Be closed to the ideas of others**
  - D. Seek personal gain above shared gain**
  
- 2. Fragilitis crinium is the technical name for:**
  - A. Matting**
  - B. Alopecia**
  - C. Split ends**
  - D. Ringed hair**
  
- 3. Which colors coat only the surface of the cuticle and do not enter the cortex?**
  - A. Semi-permanent**
  - B. Long-lasting permanent**
  - C. Permanent**
  - D. Temporary**
  
- 4. Newsletters, birthday cards and thank-you cards are all ways to provide:**
  - A. Follow-up**
  - B. Upselling**
  - C. Prebooking**
  - D. Recommending**
  
- 5. Which term describes the pace of speaking during a conversation?**
  - A. Rate**
  - B. Pitch**
  - C. Force**
  - D. Inflection**

- 6. When lifting the lengths on top of the head, you will need to sculpt the hair along which area of your fingers?**
- A. The Top**
  - B. The Inside**
  - C. Underneath**
  - D. The Knuckle**
- 7. All of the following are true when choosing the right hair color EXCEPT:**
- A. Emphasizes eye color**
  - B. Emphasizes natural skin tone**
  - C. Makes client look more radiant**
  - D. Makes hair color last one-week longer**
- 8. A salon professional should NOT accentuate the narrowness at the temples and width at the jawline in what type of face shape?**
- A. Pear**
  - B. Heart**
  - C. Square**
  - D. Diamond**
- 9. Which color category deposits color on the cuticle surface and does not penetrate the cortex?**
- A. Temporary**
  - B. Oxidative color**
  - C. Semi-permanent**
  - D. Permanent**
- 10. Long-lasting semi-permanent colors will generally last:**
- A. 1 to 2 weeks**
  - B. 2 to 3 weeks**
  - C. 4 to 6 weeks**
  - D. At least 3 months**

## Answers

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1. B
2. C
3. D
4. A
5. A
6. A
7. D
8. A
9. A
10. C

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## **Explanations**

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**1. An effective way to build trust is to:**

- A. Tell half-truths
- B. Communicate in open, honest ways**
- C. Be closed to the ideas of others
- D. Seek personal gain above shared gain

Open and honest communication is the main way trust is built. When you share information clearly and truthfully, you show integrity and predictability: people know what to expect from you, and they feel respected enough to rely on your words. This openness also invites others to speak up, share their ideas, and provide feedback, which strengthens collaboration and accountability. By aligning what you say with what you do, you reduce uncertainty and earn credibility over time. Conversely, information that's not told fully, or a resistant attitude toward others' ideas, signals that you're hiding something or prioritizing yourself, which quickly erodes trust.

**2. Fragilitis crinium is the technical name for:**

- A. Matting
- B. Alopecia
- C. Split ends**
- D. Ringed hair

Fragilitis crinium refers to hair that is fragile at the ends, leading to split ends. It describes the condition where the protective outer layer of the hair is damaged enough that the tip splits into two or more frayed strands. This damage often comes from drying and brittleness caused by over-washing, harsh chemicals, heat styling, or mechanical breakage from brushing. In practice you'll notice the ends look separated or torn rather than just a uniform length. The other conditions describe different issues: matting is tangled, clumped hair; alopecia is hair loss; ringed hair (pili annulati) shows bands along the hair shaft. So fragilitis crinium is specifically about split ends.

**3. Which colors coat only the surface of the cuticle and do not enter the cortex?**

- A. Semi-permanent
- B. Long-lasting permanent
- C. Permanent
- D. Temporary**

Colors that stay on the outermost layer of the hair—the cuticle—are surface coatings. Temporary color works this way: pigment molecules adhere to the scales of the cuticle without breaking open the cortex, so there is no penetration into the inner structure. Because no chemical processing opens the cuticle to let pigment into the cortex, these colors wash out quickly with shampoo, giving a reversible, non-permanent change. This is why temporary color is the best match for coating the surface only. In contrast, colors described as long-lasting or permanent rely on chemical processes that lift or open the cuticle and deposit pigment inside the cortex, creating longer-lasting results. Demi-permanent or semi-permanent colors tend to involve some level of uptake beyond the surface, which is why they don't fit the "surface only" idea as neatly as temporary color.

**4. Newsletters, birthday cards and thank-you cards are all ways to provide:**

- A. Follow-up**
- B. Upselling**
- C. Prebooking**
- D. Recommending**

Staying connected with clients after a service is the idea here. Newsletters, birthday cards, and thank-you cards are all ways to follow up, because they keep you in the client's mind, show appreciation, and encourage them to return for future visits. This kind of ongoing communication builds trust and makes clients feel valued, which can lead to repeat business and referrals. These items aren't primarily about pushing extra sales (upselling), scheduling the next appointment in advance (prebooking), or giving service/product recommendations during the message. They focus on maintaining the relationship and keeping you top of mind for future styling needs.

**5. Which term describes the pace of speaking during a conversation?**

- A. Rate**
- B. Pitch**
- C. Force**
- D. Inflection**

Speaking pace, or rate, is the term for how fast or slow you speak in a conversation. This is distinct from pitch (how high or low your voice sounds), inflection (how you vary pitch to convey meaning), and force (how loud you are). In styling consultations and client conversations, a moderate rate helps clients understand instructions, follow steps, and feel comfortable. Speaking too quickly can cause miscommunication, while speaking too slowly can feel tedious. So rate is the term that best describes speaking pace.

**6. When lifting the lengths on top of the head, you will need to sculpt the hair along which area of your fingers?**

- A. The Top**
- B. The Inside**
- C. Underneath**
- D. The Knuckle**

When lifting the lengths on top of the head, guide the hair along the top edge of your fingers. This placement lets you control the elevation precisely, keeping the strand riding on the fingers so you can sculpt a clean, even line as you lift. If you try to sculpt from the inside of your fingers, the hair won't sit correctly and you'll lose consistent lift. Sculpting underneath would push hair away from the intended position, also throwing off the lift and balance. Using the knuckle area tends to grip and misalign the strand, making a smooth, uniform cut harder to achieve.

**7. All of the following are true when choosing the right hair color EXCEPT:**

- A. Emphasizes eye color**
- B. Emphasizes natural skin tone**
- C. Makes client look more radiant**
- D. Makes hair color last one-week longer**

Choosing hair color is about enhancing the client's features by picking shades that complement skin tone, enhance eye color, and create a healthy, radiant look. Emphasizing eye color means selecting hues that make the iris stand out, either by contrast or harmonious alignment with the eye color. Aligning with natural skin tone involves choosing undertones that blend smoothly with the client's complexion, avoiding colors that wash them out or clash. A shade that harmonizes with these features can make the overall appearance look more vibrant and luminous. Longevity, or how long the color lasts, isn't determined by the shade alone—it depends on the formula, developer strength, hair porosity, and aftercare. So the statement about the color lasting one week longer isn't a reliable result of choosing the right shade.

**8. A salon professional should NOT accentuate the narrowness at the temples and width at the jawline in what type of face shape?**

- A. Pear**
- B. Heart**
- C. Square**
- D. Diamond**

Pear-shaped faces have a narrower upper portion (temples/forehead) and a wider jaw. Accentuation of the narrow temples and the wide jaw would deepen that bottom-heavy contrast, making the face look even more triangular. The goal for this shape is to balance the proportions by adding width up top and softening the jaw, so you'd choose styles that create volume at the crown and around the temples while avoiding strong emphasis at the jaw.

**9. Which color category deposits color on the cuticle surface and does not penetrate the cortex?**

- A. Temporary**
- B. Oxidative color**
- C. Semi-permanent**
- D. Permanent**

Color that sits on the outside of the hair coats the cuticle and does not enter the cortex. The pigment particles are large or formulated to adhere to the surface, so they wash out quickly with shampoo. This surface coating stays on the cuticle rather than undergoing the chemical changes needed to reach the cortex, which is why the color is not permanent. In contrast, colors that are oxidative or permanent rely on chemical reactions and smaller pigment molecules that penetrate the cuticle and deposit inside the cortex, giving longer-lasting results. Semi-permanent can fade over time as some deposition occurs, but it's not as surface-restricted as temporary.

**10. Long-lasting semi-permanent colors will generally last:**

- A. 1 to 2 weeks
- B. 2 to 3 weeks
- C. 4 to 6 weeks**
- D. At least 3 months

Long-lasting semi-permanent color lasts about four to six weeks because it deposits pigment on the hair surface and fades gradually with each wash rather than penetrating deeply or forming a durable bond. Since there's no strong lifting or binding process, the color slowly diminishes as the cuticle layers shed, shampoos remove pigment, and porosity variations influence fade rate. It won't stay for just a week or two, and it isn't expected to endure for months.

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## Next Steps

**Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.**

**As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.**

**If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at [hello@examzify.com](mailto:hello@examzify.com).**

**Or visit your dedicated course page for more study tools and resources:**

**<https://pivotpointlvl1hairstyling.examzify.com>**

**We wish you the very best on your exam journey. You've got this!**

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