



M A S T E R
B U S I N E S S
P R O G R A M M E

Application Form

NAME

SALON NAME

SALON ADDRESS

CONTACT NUMBER

EMAIL ADDRESS

YEARS IN BUSINESS

POSITION IN SALON

NO OF SALONS OWNED

NO OF STAFF EMPLOYED

NO OF STAFF SELF EMPLOYED

1. Is there enough time in the day to get all your managerial work completed?

- Yes, most days are well planned and almost every task completed
- Yes, although some important tasks are not completed
- Rarely, I struggle to keep up with everything
- Never, I continually feel overwhelmed with my workload

2. How do you currently manage your workload?

- I prioritise my tasks and achieve many long-term strategies
- Tasks are completed based on a daily level of urgency
- My days are largely disorganised
- I am not sure

3. How do your staff work as a team?

- There is energy among all members of the team
- The team works effectively most of the time
- There are some personality clashes
- My staff don't work together as a team

4. What level of communication occurs within the team?

- Communication is highly effective
- Communication is mostly effective
- There are frequent communication challenges within the team
- My employees all work independently

5. Does your team identify with the salon business?

- Yes, every member of my team is a walking/talking advertisement for the salon
- Yes, most understand it and we have a strong culture
- Some staff identify with our company
- No, most staff are here for a paycheck

6. Does your salon stick to clearly defined targets?

- Yes, the target is always achieved
- Sometimes, the target is considered more of a guide
- Rarely, the target is generally forgotten about
- No, we don't use targets

7. How often do you analyse your financial statements?

- Weekly or monthly
- Quarterly
- Every 6 months
- We don't have organised financial statements

8. Does your business have a formal, updated business plan?

- Yes, and we always stick to it
- Yes, but we only use it sometimes
- No, we rarely use or update the business plan
- No, we don't have a business plan

9. How organised are your salons systems and procedures?

- The salon runs like clockwork as a result of a highly efficient system
- Room for improvement
- Needs updating
- No formal systems and procedures in place

10. Have you ever attended any business education previously either with Wella Professionals or another source?

- No
- Yes – please specify

(Question 11 on the next page)



MASTER
BUSINESS
PROGRAMME

Application Form

11. To gain an understanding, briefly outline the relevant areas within your business that you would like to develop and grow by attending the Master Business Programme.