



Participant Handbook

Sector
Beauty & Wellness

Sub-Sector
Product and Sales

Occupation

**Beauty Wellness Products
Manufacturing Services**

Reference ID: **BWS/Q4201, Version 1.0**

NSQF Level: 3



Soap Maker (Handmade)

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5B, Upper Ground Floor

23, Himalaya House, Kasturba Gandhi Marg,

Connaught Place, New Delhi-110001

Office: 011-40342940, 42, 44 & 45**Email:** info@bwssc.in**Website:** www.bwssc.in

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Shri Narendra Modi
Prime Minister of India

“ Skilling is building a better India.
If we have to move India towards
development then Skill Development
should be our mission. ”



Certificate

COMPLIANCE TO QUALIFICATION PACK – NATIONAL OCCUPATIONAL STANDARDS

is hereby issued by the

BEAUTY & WELLNESS SECTOR SKILL COUNCIL

for

SKILLING CONTENT: PARTICIPANT HANDBOOK

Complying to National Occupational Standards of

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Special recognition is extended to our esteemed industry partners who have generously lent their expertise and collaborated in preparing the modules. The preparation of this Participant Handbook would not have been possible without the support of the Beauty and Wellness Industry. The industry feedback has been extremely encouraging from inception to conclusion & it is with their inputs that we have tried to bridge the skill gap existing today in the industry.

We would especially like to thank Ms. Sukhdeep K. Dugal for having reviewed this handbook. This Participant Handbook is dedicated to the ambitious youth of our country who aspire to acquire specialized skills, which will serve as lifelong assets for their future endeavours and pave the way for a successful career in the Beauty and Wellness Sector.

About this Book

The Beauty and Wellness industry has experienced an impressive growth story in recent years. The sector is expected to grow at a CAGR of about 18 percent with 23 percent in the organized sector and 15 percent in the unorganized sector until 2025, reaching approximately 277,000 crores.

The unprecedented growth of the Beauty and Wellness industry has created a huge demand for semi-skilled and skilled professionals in the country. Currently, the industry employs about 12.3 million people, with 66 percent being women. There is a growing need for skills enhancement among potential workers. The Soap Maker (Handmade) sector in India has also seen significant growth driven by macroeconomic factors and aspirations for body perfection. This Participant Handbook is designed to help trainers impart theoretical and practical skills training to trainees for becoming an Soap Maker (Handmade).

This Participant Handbook is based on the Qualification Pack of an Soap Maker (Handmade) (BWS/Q4201) and includes the following National Occupational Standards:

1. BWS/N4204:Glycerin Base Soap
2. BWS/N4203:Cold Processed Soaps and Organic Soaps
3. BWS/N4202:Soap Testing and Packaging
4. BWS/N9017:Prepare, Maintain and Optimize Work Area
5. BWS/N9016:Maintain Health and Safety Practices at Workplace
6. BWS/N9018:Positive Impression at Work Place
7. DGT/VSQ/N0101:Employability Skills

We hope that this Participant Handbook will provide a sound learning support to our young friends to build an enriching career in the Beauty and Wellness Industry.

Symbols Used



Key Learning
Outcomes



Unit
Objectives



Notes



Exercise

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It is recommended that all trainings include the appropriate Employability skills Module. Content for the same can be accessed <https://www.skillindiadigital.gov.in/content/list>





1. Introduction to Soap Making

Unit 1.1 - Introduction to Soap Making

Unit 1.2 - Saponification

Unit 1.3 - Lye Safety



Key Learning Objectives



At the end of this module, the participant will be able to:

1. Provide an overview of the program and articulate its objectives
2. Discuss the career opportunities as a Soap Maker (Handmade)
3. Describe the potential of products manufacturing and counter-sale (including soap making) subsector of beauty and wellness industry
4. Converse the introduction and evolution of soap making
5. Understand the process of saponification and its chemistry
6. List the raw material and equipment required in the process of saponification
7. Enumerate the factors affecting saponification process
8. Demonstrate how to measure the raw material in saponification process.
9. Discuss how to clean, disinfect and store equipment and tools.
10. Discuss how to store raw material and left over material.
11. Discuss the properties of Sodium Hydroxide (NaOH) and Potassium Hydroxide (KOH).
12. Explain the importance of lye safety and prevention of lye hazards.
13. Describe the safety gear required for lye preparation.
14. List the first aid measures to handle lye burns.
15. Understand the lye preparation process.

Unit 1.1 Introduction to Soap Making

Unit Objectives

At the end of the unit, the participant will be able to:

1. Provide an overview of the program and articulate its objectives
2. Discuss the career opportunities as a Soap Maker (Handmade)
3. Describe the potential of the products manufacturing and counter/online-sale of beauty products subsector of beauty and wellness industry
4. Converse the introduction and evolution of soap making

1.1.1 Overview of the Program and its Objectives

Welcome to the world of handmade soap making! Crafting soap is an art that blends creativity with science, allowing you to transform simple ingredients into luxurious bars of cleansing goodness.

This comprehensive program is designed to deliver the knowledge, skills, and hands-on experience needed to become a proficient and successful Soap Maker (Handmade) and pursue a fulfilling career in the growing field of beauty products manufacturing.

The program is structured to provide a solid foundation in soap making science, hands-on practical training and professional development. The outline of program is detailed below:

- Introduction to Soap Making
- Glycerine Base Soap
- Cold Processed Soaps and Organic Soaps
- Soap Testing and Packaging
- Prepare, Maintain and Optimize Work Area
- Maintain Health and Safety Practices at Workplace
- Positive Impression at Work Place
- Employability Skills

The soap maker skilling program aims to empower entrepreneurs with the comprehensive knowledge and practical skills necessary to thrive in the dynamic world of soap making. Through a structured curriculum, entrepreneurs will delve into the intricacies of soap formulation, production techniques, and quality control measures, fostering a deep understanding of the science and art behind soap making.

The program also fosters creativity and innovation, encouraging entrepreneurs to develop unique soap products tailored to meet consumer demands while adhering to industry standards and regulations. The program aims to empower entrepreneurs to seize opportunities, overcome challenges, and build thriving soap making businesses that contribute positively to their livelihood and the industry at large.

1.1.2 Career Opportunities as a Soap Maker (Handmade)

Embarking on a career as a handmade soap maker opens a gateway to a world of creative possibilities and entrepreneurial ventures. Soap Makers (Handmade) can explore diverse career paths, from establishing their own artisanal soap brands and selling their creations at local markets, online platforms, to providing custom soap-making services for special events or collaborating with spas, boutiques, and hotels.

Moreover, the growing demand for natural, eco-friendly, and personalized skincare products presents abundant opportunities for handmade soap makers to carve out a niche in the market, catering to discerning consumers seeking luxurious, high-quality alternatives to mass-produced soaps.

Whether pursuing entrepreneurship, freelance opportunities, or artisanal collaborations, a career as a handmade soap maker offers the chance to indulge in creativity, make a decent livelihood, and make an impact in the beauty and wellness industry. **Figure XX** Depicts workforce requirement in in products manufacturing and counter-sale of beauty products across Years, 2022-2030 emphasizing the tremendous scope of opportunities in this field.

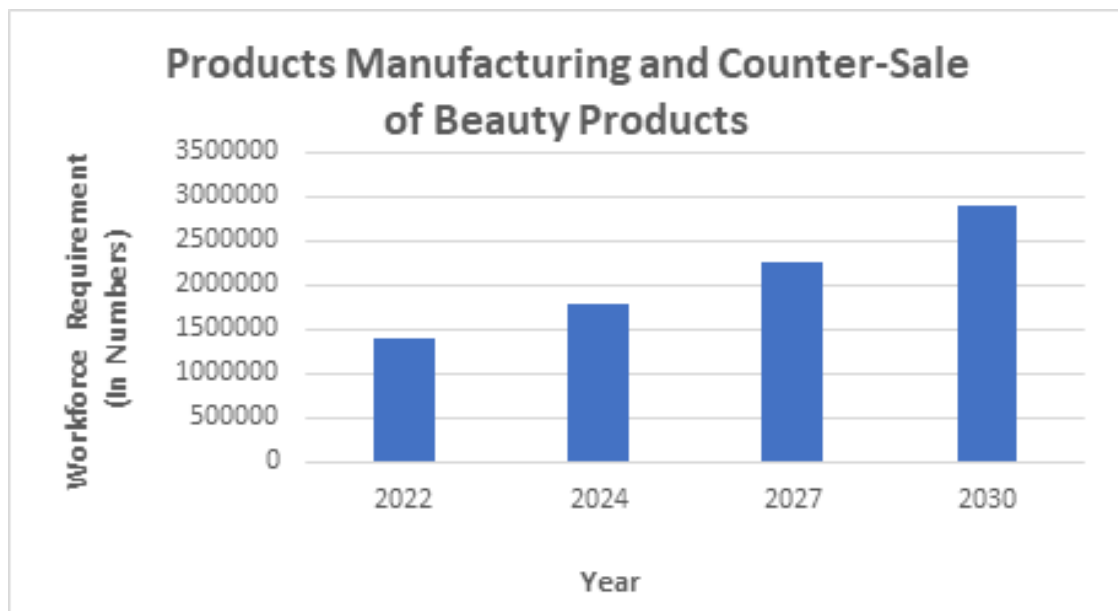


Fig 1.1.1 : Depicting Workforce Requirement in Products Manufacturing and Counter-Sale of Beauty Products Across Years, 2022-2030

As a handmade soap maker, there are several career opportunities and pathways available within the growing artisanal skincare industry:

1. **Artisan Soap Maker** - Start your own artisanal soap making business, creating handcrafted soaps using natural ingredients and unique formulations. Sell products through online platforms, local markets, craft fairs, or retail partnerships.
2. **Soap Making Instructor** - Share your knowledge and expertise by teaching soap making workshops or classes. Offer hands-on training sessions for aspiring soap makers looking to learn the craft.
3. **Product Development Specialist**- Work for a skincare company or cosmetics manufacturer as a product development specialist, creating new soap formulations, experimenting with ingredients, and conducting research on market trends and consumer preferences.
4. **Soap Consultant or Advisor** - Provide consulting services to individuals or businesses interested in starting or improving their soap making ventures. Offer guidance on recipe development, ingredient sourcing, production techniques, and marketing strategies.



Fig 1.1.2 : Professional Soap Maker

5. **Small Business Owner** – Establish your handmade soap business as a brand, offering a range of body and face soaps. Develop your brand identity, establish an online presence, and scale up production to meet growing demand.
6. **Social Media Influencer or Blogger** - Build a following on social media platforms or create a blog focused on soap making and related content. Partner with brands for sponsored content, promote products, and share tutorials to engage with your audience.
7. **Retailer or Wholesale Distributor** - Partner with local boutiques, spas, or online retailers to sell your handmade soap products wholesale. Develop relationships with retailers, attend trade shows, and negotiate distribution agreements to expand your market reach.

These career opportunities demonstrate the diverse pathways available to handmade soap maker, offering avenues for creativity, entrepreneurship and professional growth within the thriving beauty and wellness sector.

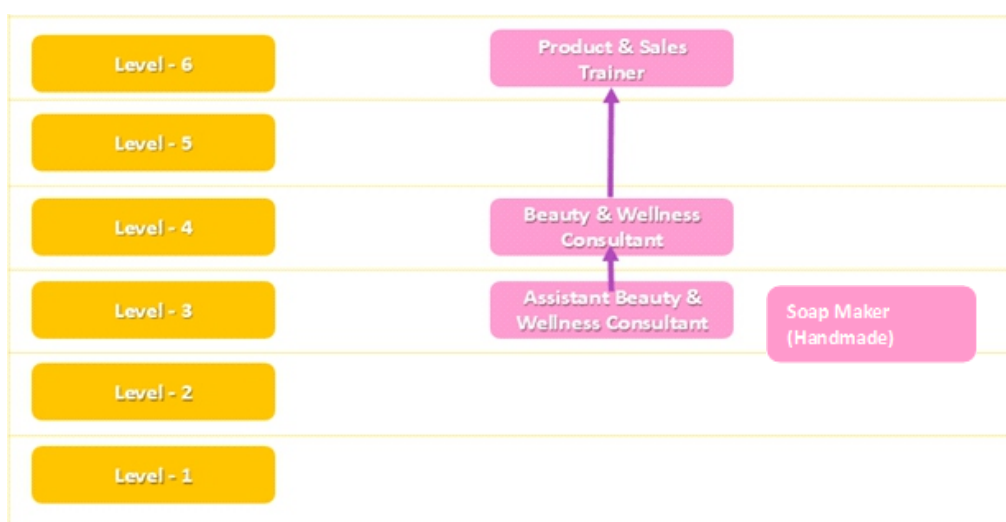


Fig 1.1.3 : Occupational Map of Soap Maker

1.1.3 Potential of Products Manufacturing and Counter-Sale of Beauty Products Subsector (Including Soap Making) of Beauty and Wellness Industry

Synopsis of Beauty and Wellness Sector

Globally the Beauty and Wellness sector is considered as a sunrise industry. The beauty and wellness sector in India is experiencing a significant growth trajectory, driven by evolving consumer preferences, increasing disposable incomes, and expanding urban middle class. This sector encompasses a wide range of products and services, including skincare, haircare, cosmetics, spa treatments, fitness, and holistic wellness practices. With the rise of social media influencers and digital platforms, there's been a surge in demand for beauty products and services, particularly among the youth demographic. Additionally, strong consumption along with an overall shift and focus on healthier lifestyle choices, especially post pandemic, shows immense potential for the industry to boom in near future.

The global Beauty and Wellness Industry grew at about 17.6 percent between 2017 and 2022 to reach USD 4,500 billion (INR 380 lakh crore) from about USD 2,000 billion (INR 150 lakh crore) in 2017. For a young country like India, with 700+ million individuals below 25 years of age, the Beauty and wellness sector of the country has a huge potential to generate livelihoods in metros as well as in small towns without promoting mass-scale migration to large metros.

Products Manufacturing and Counter-Sale of Beauty Products Subsector (Including Soap Making)

As per the Skill Gap Study for the Beauty & Wellness sector of India 2023-2030, Products and counter- sale of beauty products industry -

- Is anticipated to grow to INR 125,501 crore by 2025, growing at a CAGR of 17% since 2018.
- This growth is driven by the rising preference for innovative, organic, and herbal products, along with increasing women's participation in the corporate world.
- Per capita spending is expected to rise to INR 380 by 2025.
- Factors contributing to this growth include growing disposable income, the emergence of online retail, and the youth's increasing interest in skincare and grooming.
- The industry includes body care products, hair care products, color cosmetics, men's grooming, fragrances, and more.
- Beauty products manufacturing and counter-sales is anticipated to be the largest sub-sector, accounting for about 47% of total Beauty and Wellness market size.

1.1.4 Introduction to Soap Making (Handmade) and Its Evolution

Handmade soap making is an ancient craft that combines science with creativity to produce artisanal soaps with unique properties and qualities. Unlike commercially manufactured soaps, handmade soap making involves the careful selection of natural oils, butters, and additives to create luxurious products tailored to individual preferences. Soap makers experiment with natural oils, butters, scents, and textures to craft high-quality, nourishing products. Benefits include the use of natural, sustainably sourced ingredients and customization for specific skincare needs.

With careful planning and marketing, handmade soap making can be a rewarding venture financially and creatively. Growing consumer demand for natural and handmade products creates promising opportunities for skilled soap makers. Discerning consumers seek handcrafted soaps with premium ingredients and unique formulations. Soap Makers can capitalize on this trend by leveraging their expertise to establish successful businesses satisfying evolving consumer needs.



Fig 1.1.4 : Handmade Soap

- Handmade soap makers have the freedom to experiment with various ingredients, colors, scents, and textures to craft high-quality soaps that nourish the skin and delight the senses.
- In addition to its artistic appeal, handmade soap making offers numerous benefits, including the use of natural and sustainably sourced ingredients, customization to meet specific skin care needs, and the satisfaction of creating something by hand.
- Whether for personal use, gifts, or small-scale businesses, handmade soap making provides an opportunity for individuals to connect with the craft, explore their creativity, and indulge in the art of self-care.
- Handmade soap making offers a lucrative opportunity for aspiring entrepreneurs to start a small business that combines passion with profit.
- With the rising demand for natural, artisanal products, handmade soaps crafted with high-quality ingredients and unique formulations have garnered a loyal customer base seeking luxurious skincare experiences.
- As a small business owner, one can differentiate their brand by offering custom blends, captivating scents, and visually appealing designs, catering to diverse preferences and niche markets.
- Additionally, the flexibility of small-scale production allows for personalized customer interactions, fostering brand loyalty and word-of-mouth referrals.

- With careful planning, marketing strategies, and a commitment to quality, handmade soap making can blossom into a rewarding venture, providing both financial success and fulfillment through the art of craftsmanship.

Evolution of Soap Making

The evolution of the soap making industry in India reflects changing consumer preferences, technological advancements, and a growing emphasis on sustainability and craftsmanship. The industry continues to evolve, driven by innovation, entrepreneurship, and a commitment to meeting the evolving needs of Indian consumers.

The soap making industry in India has undergone significant evolution over the years, marked by several key phases:

1. **Traditional Methods:** Historically, soap making in India was primarily a household or cottage industry, with soap crafted using traditional methods passed down through generations. Ingredients such as plant oils, animal fats, and alkalis like ash or lime were used to create basic soap formulations.
2. **Introduction of Commercial Production:** The 19th century witnessed the advent of commercial soap production in India, with the establishment of soap factories by British colonialists. These factories introduced mechanized processes and mass production techniques, leading to the widespread availability of affordable soap products in the market.



Fig 1.1.5 : Handmade Soap Making Studio

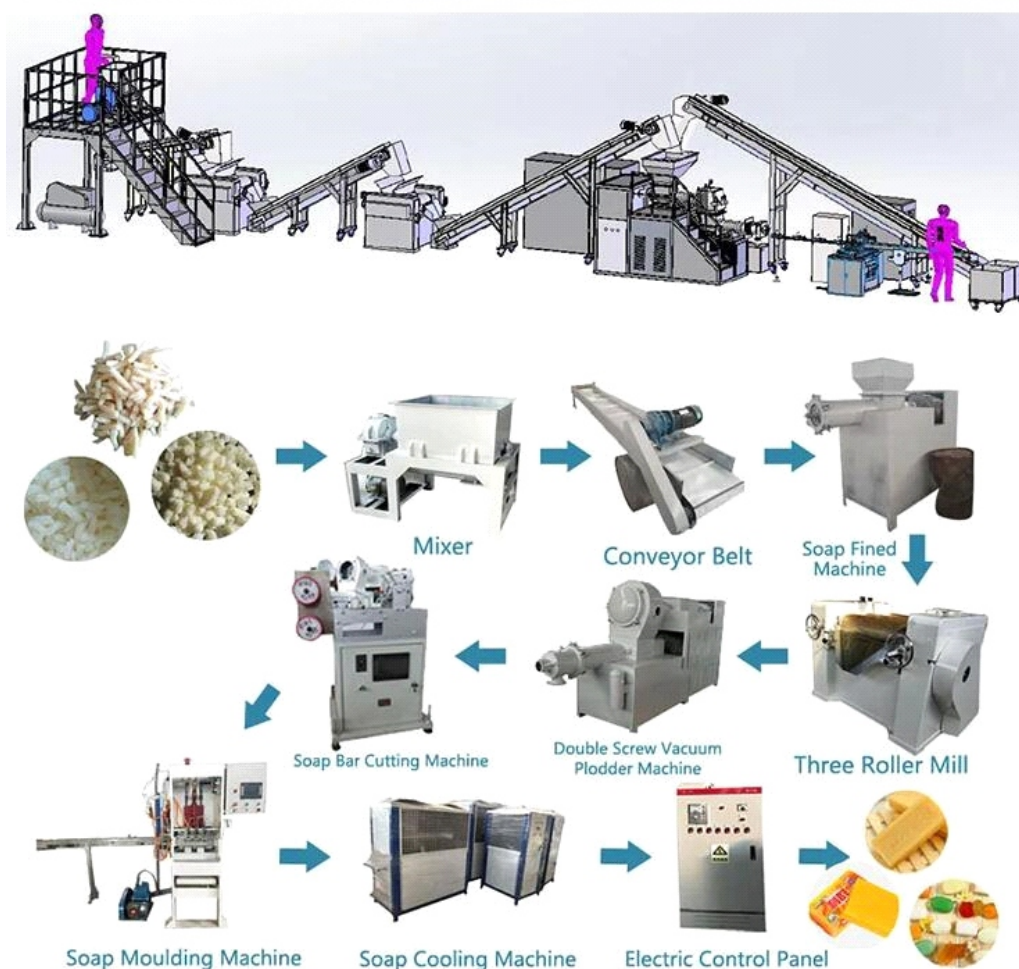


Fig 1.1.6 : Commercial Soap Manufacturing Plant

3. **Diversification and Innovation:** In the post-independence era, the Indian soap industry saw diversification and innovation, with the introduction of new soap variants catering to specific consumer needs and preferences. This period witnessed the emergence of brands offering soaps with specialized formulations targeting various skin types, fragrances, and therapeutic properties.
4. **Rise of Natural and Handmade Segment:** In recent decades, there has been a notable shift towards natural and handmade soap products in India. Consumers are increasingly seeking alternatives to mass-produced, chemically laden soaps, leading to the resurgence of traditional soap making techniques and the popularity of artisanal and handmade soap brands.



Fig 1.1.7 : Natural and Handmade Segment

5. **Entrepreneurial Boom:** The proliferation of small-scale entrepreneurs and startups in the beauty and wellness sector has further fueled the growth of the handmade soap making industry in India. These entrepreneurs leverage the country's rich heritage of herbal and Ayurvedic skincare practices to create unique, artisanal soap formulations that resonate with health-conscious consumers.



Fig 1.1.8 : Entrepreneurs - Soap Makers at Work

- 6. Digital Transformation:** The advent of e-commerce platforms and digital marketing has revolutionized the soap making industry in India, enabling small-scale soap makers to reach a wider audience beyond traditional channels. Online marketplaces provide a platform for artisans to showcase their products, connect with consumers directly, and scale their businesses more efficiently.

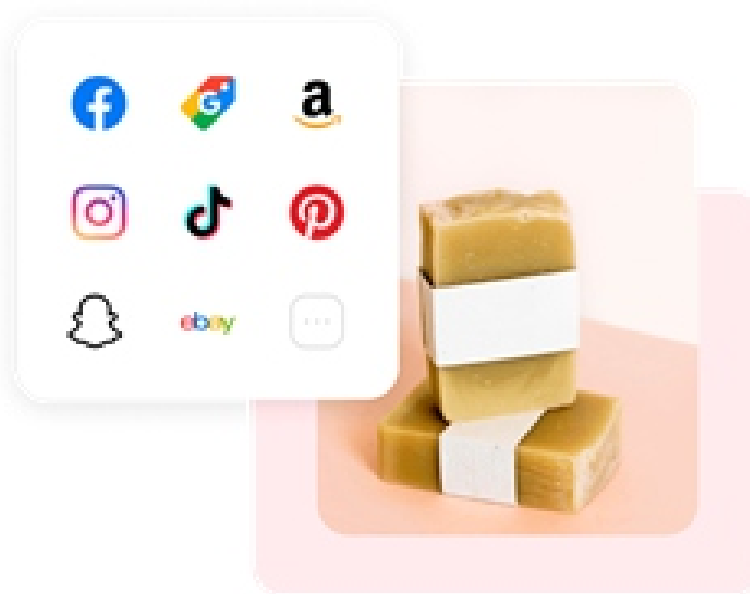


Fig 1.1.9 : e- Commerce Platforms/Marketplaces for Marketing and Selling Soaps

- 7. Focus on Sustainability and Social Responsibility:** With increasing awareness about environmental sustainability and social responsibility, there is a growing emphasis on eco-friendly practices and ethical sourcing of ingredients in the Indian soap making industry. Handmade soap makers are adopting sustainable production methods, using natural, biodegradable ingredients, and supporting local communities and artisans.



Fig 1.1.10 : Sustainability and Social Responsibility in Sourcing and Production

Unit 1.2 Saponification

Unit Objectives

At the end of the unit, the participant will be able to:

1. Understand the process of saponification and its chemistry.
2. Explain the factors affecting saponification process.
3. List the raw material and equipment required in the process of saponification.
4. Demonstrate how to measure the raw material in saponification process.
5. Discuss how to clean, disinfect and store equipment and tools.
6. Discuss how to store raw material and left over material.

1.2.1 What is Saponification?

Saponification is the chemical reaction that occurs when fats or oils (triglycerides) react with a strong alkali, such as sodium hydroxide (NaOH) or potassium hydroxide (KOH), to produce soap and glycerol (glycerin) as byproducts. This reaction is the fundamental process in soap making and transforms raw materials into the final product.

The Chemistry of Saponification

- **Triglycerides:** Fats and oils are composed of triglyceride molecules, which consist of three fatty acid chains bonded to a glycerol molecule. These chains vary in length and saturation, influencing the properties of the resulting soap.
- **Alkaline Hydrolysis:** When a strong alkali, such as NaOH or KOH, is added to triglycerides, it hydrolyzes the ester bonds within the molecules, breaking them apart. This results in the formation of soap molecules and glycerol.
- **Formation of Soap Molecules:** The hydrolysis of triglycerides produces soap molecules, which have a hydrophilic (water-attracting) "head" and a hydrophobic (water-repelling) "tail." This unique structure allows soap molecules to interact with both water and oil, facilitating the removal of dirt and grease from surfaces.
- **Glycerol Production:** Alongside soap, saponification also yields glycerol. Glycerol is a valuable byproduct with various applications, including cosmetics, pharmaceuticals, and food production.

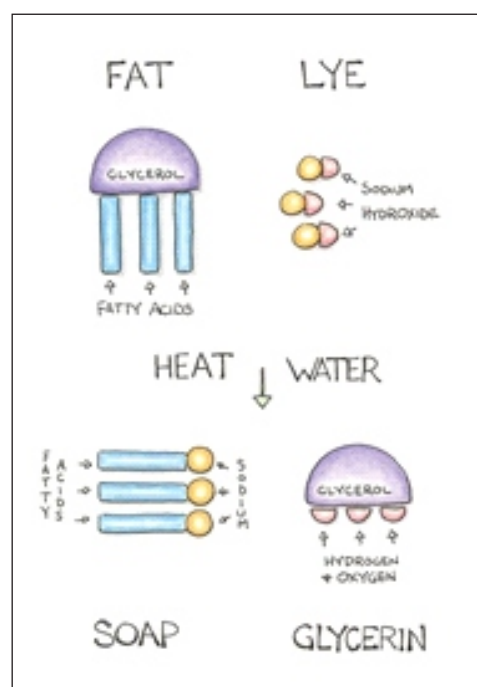


Fig 1.2.1 : Chemistry of Saponification