

# 13

## CHAPTER

## NATIONAL FFA FLORICULTURE

### CAREER DEVELOPMENT EVENT

*A Special Project of the National FFA Foundation*

#### IMPORTANT NOTE

*Please thoroughly read the Introduction Section at the beginning of this handbook for complete rules and procedures that are relevant to all National FFA Career Development Events.*

#### I. PURPOSE

To stimulate the study of and interest in production and retailing of flowers, plants and foliage through the agricultural education curriculum.

#### II. OBJECTIVES

1. Identify floriculture and bedding plant materials.
2. Identify and treat unhealthy plants due to pest, nutritional, mechanical or chemical injury.
3. Understand the biological and scientific principles and develop the skills underlying propagation, growth requirements, growing techniques, harvesting, marketing and maintenance of established floriculture plants.
4. Understand principles and develop skills of floral design.
5. Identify and select appropriate supplies and equipment for the flower shop and greenhouse.
6. Understand and demonstrate the use of safety procedures and practices in floriculture operations.
7. Operate and maintain appropriate equipment for floriculture operations.
8. Understand and demonstrate interpersonal skills prerequisite to successful employment in the floriculture industry.
9. Understand and demonstrate proper sales and service skills.
10. Maintain records and proper reports that are accurate and legible.

11. Develop those interpersonal skills prerequisite to effective participation in the floriculture industry.

### III. EVENT RULES

1. The event will have five phases: identification of plant materials, general knowledge examination, problem solving, practicums and a team activity.
2. Under no circumstances will any participant be allowed to touch or handle plant material during the event except during the practicums and team activity.
3. Observers will not be permitted in the event area while the event is in progress.
4. Any communication between participants from the same team during the event will be sufficient cause to eliminate the team from the event. The exception to this is the team activity.
5. No team, participant or coach shall visit the event facilities from September 1 to the end of the event. Any team, participant or coach reported and proven to do so will cause the elimination of that team from competing in the national event.
6. Any participant caught cheating during the event will be, along with his or her team members, expelled from the event.
7. All participants are expected to be prompt at their stations throughout the event. No provision will be made for tardiness, which will in most cases cause the late participant to lose event points.
8. Participants will be assigned to group leaders who will escort them to various event staging sites. Each participant is to stay with his or her group leader throughout the event or

until told to change leaders by the event superintendent.

9. Any assistance given a participant from any source during the event (other than the event officials, group leaders and assistants) will be sufficient cause to eliminate the team from the event.
10. All participants will be given a identification number by which they will be designated throughout the event.
11. Teams will be divided into groups so that when possible, no two participants from a state will be in the same competing group, except for the team activity.

### IV. EVENT FORMAT

#### A. Equipment

Materials student needs to provide- Each participant must have a clean, free of notes clipboard, two sharpened No. 2 pencils, a prepared résumé, florist shears, knife and an electronic calculator. Calculators used in this event should be battery operated, non-programmable, silent with large keys and large displays. Calculators should have only these functions- addition, subtraction, multiplication, division, equals, percent, square root, +/- key and one memory register. No other calculators are allowed to be used during the event.

#### B. Team Activity

##### Team Activity (200 points)

Each team will perform a task normally performed in some phase of the floriculture industry that requires teamwork. Prior to the event, the National FFA Floriculture Career Development Event Committee will select a theme and series of floriculture industry tasks. These tasks will be described in situational terms for presentation to each team. Forty-

five minutes will be allowed for this activity. All supplies and materials needed to complete the task will be provided.

Typical of the type of tasks that will be used in this phase of the event are:

- Making floral decorations for an event or party
- Demonstrating the use of a horticultural product
- Packing plants for shipping and updating inventory
- Filling orders for customers
- Preparing floral decorations for a convention
- Designing on location.

Scoring criteria for the team preparation and presentation portions are given on the “Team Activity” scorecard which will be recorded by a judge.

### C. Individual Activities

#### 1. Phase 1 - Identification of Plant Materials (200 points)

Forty (40) specimens from the Floriculture Plant Identification List will be displayed for participants to identify by technical and common names. A number will designate each specimen. Five points will be awarded for each specimen that is correctly identified. Each participant will be allowed 20 minutes to complete this phase of the event.

#### 2. Phase 2 - General Knowledge Examination (250 points)

Fifty (50) objective-type multiple choice questions will be written that covers the areas of the floriculture industry reflected in the event objectives. This phase of the event will test participants’ knowledge and understanding of basic biological and

scientific principles of producing and marketing flowers, plants and foliage. Each participant will be allowed 50 minutes to complete this phase of the event. Each answer has a value of five points.

#### 3. Phase 3 - Problem-Solving/Decision-Making (200 points)

Each participant will solve ten (10) problems related to the various aspects of the floriculture industry identified in the event objectives. A problem-solving activity is defined as:

“A mental or physical activity involving the gathering or searching of information and the use of a logical solution process using commonly accepted standards and available information to solve a problem specific to a particular area of floriculture production or retailing.”

Each problem will describe the situation or create the problem, and list four possible solutions to the problem. The participant must decide on the BEST possible solution to the problem. All materials and information necessary to solve the problem will be available to the participant as he/she solves the problem. An example problem follows:

##### Situation:

You are the owner of the “Flower City” florist shop. You received an order for a floral arrangement to be delivered to one of your regular customers. You give the order to one of your employees and ask that it be ready by delivery time. When the employee brings the finished arrangement to you for packing and delivery, you notice a problem with the arrangement. The arrangement before

you is the arrangement made by the employee. You realize that the problem must be corrected before the arrangement can be delivered. What would you tell your employee to do to the arrangement to correct the problem?

**Possible Solutions:**

- a. Move smaller flowers to the top of the arrangement and larger flowers to the bottom of the arrangement.
- b. Add a focal point to the arrangement.
- c. Use some different plant materials to add texture to the arrangement.
- d. Change the color of the flowers to make the colors compatible with each other.

Each participant will be allowed 50 minutes to complete this phase of the event. Each correct solution has a value of 20 points.

**4. Phase 4 - Practicum (525 points)**

Each participant will complete the flower arrangement, job interview, one of the selling practicums (over the telephone or one-on-one) and three of the other eleven practicums. Selection of the three other practicums will be made from the practicums listed below for each noted year.

**2006**

Handling a Hazardous Situation  
 Make a Dish Garden  
 Make a Product Display  
 Pinching Plants  
 Potting Plant Cuttings  
 Using a Computer

**2007**

Asexual Propagation of Plants  
 Handling a Customer Complaint  
 Identifying and Controlling Plant Disorders  
 Make and Package a Corsage  
 Media Selling  
 Potting Plant Cuttings

**2008**

Handling a Hazardous Situation  
 Make a Dish Garden  
 Make a Product Display  
 Media Selling  
 Pinching Plants  
 Using a Computer

**2009**

Asexual Propagation of Plants  
 Handling a Customer Complaint  
 Identifying and Controlling Plant Disorders  
 Make and Package a Corsage  
 Media Selling  
 Potting Plant Cuttings

**2010**

Handling a Hazardous Situation  
 Make a Dish Garden  
 Make a Product Display  
 Media Selling  
 Pinching Plants  
 Using a Computer

**Annual Practicums**

**a. Floral Arrangement (100 points)**

Make a \$35 floral arrangement. The event superintendent will announce the type of arrangement during the coaches' meeting. Using the materials provided, participants

will be allowed 20 minutes to complete their arrangements and itemized bills. The event assistant at the beginning of the practicum will provide participants the RETAIL price of the flowers and foliage that they will use in their arrangements. The MARKUP will be built into the retail price. When the participant has determined the total arrangement cost, he or she has included the markup. Retail cost of flowers and foliage given to the participant will be determined after polling florists to determine their current retail prices on the flowers and foliage used in the event.

Scoring criteria are presented on the “Floral Arrangement Practicum” scorecard which will be recorded by a judge.

#### **Explanation of Floral Arrangement Terms:**

**Design:** Design is the overall shape or form of composition; a planned relationship of the parts. The elements of design include: line (linear patterns attracting the eye to the focal point); form (three dimensional shape); texture (surface appearance of materials); color (use of tints, tones, shades of hues, as well as black, gray and white); the pleasing way in which lines, textures, sizes and colors are blended or contrasted; and the tying together of the parts by the combination of good design, balance and harmony.

**Balance:** Visual stability, regardless of whether design is symmetrical or asymmetrical; determined by the relative sizes of material and relative darkness of lightness and the placement of them.

**Functionality:** Appropriateness of arrangement for use intended, soundness of construction.

**Judges’ Choice:** The use of plant materials and design principles in a particularly creative, original and unique manner.

#### **b. Job Interview (100 points)**

Each participant will appear before an employer (judge) for the purpose of interviewing for a position available in the employer’s business. The event superintendent will announce specific information about the job for which the participant is applying at the team orientation meeting. Participants will be given two job descriptions at the team orientation meeting along with application forms to complete. Participants will be allowed to choose the job they wish to interview for and prepare their applications prior to participating in the practicum. Participants will be expected to prepare, prior to the event, a résumé of their experiences and background to present to the judge at the time of the interview. Ten minutes will be allowed for this practicum. Participants will be allowed five minutes to complete the interview and three minutes for judges to score the interview.

Scoring criteria are presented on the “Job Interview Practicum” scorecard which will be recorded by a judge.

#### **c. Selling Practicums (1 at 100 points)**

##### **1. Telephone Sales**

Each participant will be provided an order form and telephone. An event judge will serve as a customer and will score telephone usage as well as the written order. Ten minutes will be allowed for completion of this practicum including the judging of the telephone dialogue and sales slip. Participants will be allowed five minutes for dialogue with the customer and completion of the sales slip. Judges

will be allowed three minutes to score the participant.

Scoring criteria are presented on the “Telephone Sales Practicum” scorecard which will be recorded by a judge.

## 2. **Selling One-On-One**

Each participant will assume the role of a sales person in a floriculture business (grower, florist shop, garden center, etc.) A customer (judge) with a specific need will approach the participant. The participant will, through selling, help the customer meet his/her need. All supplies, information and the business setting in which the participant works will be provided. Fifteen minutes will be allowed for this practicum.

Scoring criteria are presented on the “Selling Face-to-Face Practicum” scorecard which will be recorded by a judge.

## **Rotational Practicums**

### a. **Potting of Plant Cuttings (75 points)**

Plant five rooted cuttings in the pot provided. (Each participant will be given a group of cuttings from which to select five; a 5 1/2-to-6-inch pot; a 1-1 soil mixture at the correct moisture level and a marking pencil.) Ten minutes will be allowed for completion on this practicum including the judging of the potted plant cuttings.

Scoring criteria are presented on the “Plant Potting Practicum” scorecard which will be recorded by a judge.

### b. **Make a Dish Garden (75 points)**

Each participant will make a \$25 dish garden. All plant materials, growing media and containers will be provided. Twenty minutes will be allowed for each participant to make

his/her dish garden and complete the itemized bill. The event assistant at the beginning of the practicum will provide participant the RETAIL price of plants and other materials that they will use in their dish gardens. The MARKUP will be built into the retail. When the participant has determined the TOTAL DISH GARDEN COST, he or she has included the markup.

Scoring criteria are presented on the “Making a Dish Garden Practicum” scorecard which will be recorded by a judge.

### c. **Make a Product Display (75 points)**

Each participant will set up a sales display of an item(s) commonly sold in florist shops. Display areas will be established for each participant along with the product(s) to be displayed and all materials to establish the display. Twenty minutes will be allowed for completion of this practicum.

Scoring criteria are presented on the “Making a Product Display Practicum” scorecard which will be recorded by a judge.

### d. **Make and Package a Corsage (75 points)**

Make and package a \$15 corsage. The type of corsage and information about the corsage will be announced by the event assistant in charge at the beginning of the practicum. All plant and non-plant materials needed to construct and package the corsage will be provided. Participants should be knowledgeable and possess skills in the use of glue in making a corsage. Each participant will be allowed 20 minutes to complete the construction of the corsage and complete an itemized bill for the corsage constructed.

Scoring criteria are presented on the “Making and Packing a Corsage” scorecard which will be recorded by a judge.

**e. Asexual Propagation of Plants (75 points)**

Each participant will be provided the parent plant materials and all other materials needed to propagate plants asexually. Using the available materials, participants will take five cuttings from the plant before them and stick them in rooting media. Ten minutes will be allowed for completion of this practicum including the judging of the participant's performance in completing the practicum.

Scoring criteria are presented on the "Asexual Plant Propagation" scorecard which will be recorded by a judge.

**f. Identifying and Controlling Plant Disorders (75 points)**

Each participant will be given a plant with a nutritional, environmental, disease or insect disorder. If the disorder is nutritional or environmental, the participant will identify the disorder and prescribe treatment to the customer. If a disease or insect causes the disorder, the participant will prepare and apply a treatment for the disorder. Containers marked with specific chemicals or chemical products (will contain water colored to resemble the products) will be available for participant to prepare their recommended treatments and apply them. In addition to the above points, participants will be judged on the safety practices they follow while completing this practicum. Safety materials and equipment will be provided each participant. Ten to twenty minutes will be allowed for this practicum.

Scoring criteria are presented on the "Control of Plant Disorders" scorecard for plants with insect or disease disorders or the "Identifying and Prescribing Treatment for Plant Disorders" scorecard for plants with nutritional or environmental disorders which will be recorded by a judge.

The plant disorder to be used in the event will be selected from the following list of disorders.

***Nutritional and Environmental Disorders***

Poor soil drainage  
Overwatering damage  
Insufficient water damage  
Inadequate lighting  
Too much light  
Improper temperature  
Iron deficiency  
Nitrogen deficiency  
Phosphorus deficiency  
Salt damage

***Diseases***

Powdery mildew  
Leaf spot  
Root rot  
Stem rot  
Verticillium wilt  
Fusarium wilt  
Rust  
Damping-off  
Mosaic  
Rhizoctonia  
Anthracnose  
Bacterial wilt

***Insects and Pests***

Snails  
Slugs  
Whiteflies  
Aphids  
Leaf miner  
Spider mites  
Mealybugs  
Leafhopper  
Spittlebug  
Scale

**g. Pinching Plants (75 points)**

A plant will be placed before each participant. The participant will be given instructions as to what they are to do to the plant by the event assistant in charge of the practicum. Participants will be judged on the procedures they follow in pinching the plant. Ten minutes will be allowed for completion and judging of this practicum.

Scoring criteria are presented on the “Pinching Plant” scorecard which will be recorded by a judge.

**h. Handling a Hazardous Situation (75 points)**

Each participant will be presented with a hazardous situation that could develop in a floriculture business. The participant will be asked to resolve the problem. The participant will be evaluated on his/her understanding of the problem and procedures and practices followed in resolving the problem. Twenty minutes will be allowed for this practicum.

Scoring criteria are presented on the “Hazardous Situation” scorecard which will be recorded by a judge.

**i. Handling a Customer Complaint (75 points)**

Each participant will assume the role of an employee in a floriculture business (grower, flower shop, garden center, etc.). A customer or potential customer who has a complaint will approach the participant. The participant will work with the customer in working out his/her complaint. Ten minutes will be allowed for this practicum.

Scoring criteria are presented on the “Customer Complaint” scorecard which will be recorded by a judge.

**j. Using the Computer (75 points)**

Each participant will be given a situation typical of that experienced regularly by floriculture businesses that require the use of a computer. The participant will be expected to handle the situation using the computer. The computer model and specific programs to be used in this practicum will be announced in September when contest teams are provided with the team orientation packet sent to participating teams and State Agricultural Education Officials. All teams will be expected to be familiar with the type of computer and programs to be used in the event prior to participating in this event. Twenty minutes will be allowed for this practicum.

Scoring criteria are presented on the “Computer Use” scorecard which will be recorded by a judge.

**k. Media Selling (75 points)**

Each participant will develop a one-page sales brochure, a newspaper advertisement or the layout for a TV advertisement. Information and all materials needed to develop the brochure, newspaper ad or TV advertisement will be provided. When participants are asked to make a TV advertisement, they should be prepared to present their ad on camera. Twenty minutes will be allowed for this practicum.

Scoring criteria are presented on the “Media Selling Practicum (Newspaper Ad)” or “Media Selling Practicum (Television Ad)” scorecard which will be recorded by a judge.



## V. SCORING

Phase	Individual Points	Team Points
Identification of Plant Material .....	200 .....	800
General Knowledge .....	250 .....	1000
Problem Solving .....	200 .....	800
Practicums .....	525 .....	2100
Team Activity .....	0 .....	200
<b>Total .....</b>	<b>1,175 .....</b>	<b>4,900</b>

## VI. TIEBREAKERS

If ties occur the following events will be used in order to determine award recipients:

1. Arrangement Practicum
2. Sales practicum
3. Job Interview

## VII. AWARDS

Awards will be presented at an awards ceremony. Awards are presented to teams as well as individuals based upon their rankings. Awards are sponsored by a cooperating industry sponsor(s) as a special project, and/or by the general fund of the National FFA Foundation.

## VIII. REFERENCES

This list of references is not intended to be inclusive. Other sources may be utilized and teachers are encouraged to make use of the very best instructional materials available. The following list contains references that may prove helpful during event preparation.

*All about Perennials.* 1981 Ortho Books. Chevron Chemical Company, 6001 Bolinger Canyon Road, San Ramon, CA 94583

*Color with Annuals.* 1987. Ortho Books. Chevron Chemical Company.

*Arranging Cut Flowers.* 1985. Ortho Books. Chevron Chemical Company.

*All About Growing Orchids.* 1988. Ortho Books. Chevron Chemical Company.

*Controlling Lawn and Garden Insects.* 1987. Ortho Books. Chevron Chemical Company.

*All About Houseplants.* 1982. Ortho Books. Chevron Chemical Company.

*Gardening in Containers.* 1983. Ortho Books. Chevron Chemical Company.

*The ORTHO Problem-Solver.* 1984. Ortho Books. Chevron Chemical Company.

*Complete Guide to Gardening.* 1979. Better Homes and Gardens, Meredith Corporation, Des Moines, Iowa

*Floral Design and Marketing.* 1988. Ohio Agricultural Education Curriculum Materials Service, The Ohio State University, Room 254, 2120 Fyffe Road, Columbus, Ohio 43210

*Hortus, Third, 1977.* L.H. Bailey Hortorium. The Macmillan Co., N.Y. (Latest authority on nomenclature).

*The Greenhouse Worker,* 1984. 2nd Ed. Peter J. Wotowiec. Ohio State University, 2120 Fyffe Road, Columbus, OH 43210.

*The Retail Florist Business,* 4th Ed., 1983. Peter B. Pfahl, Interstate Publishers and Printers, Danville, IL.

*Introduction to Floriculture,* 1980. Roy A. Larson. Academic Press, New York, NY.

*Flower Shop Management,* Ohio State Curriculum Service, Ohio State University, 2120 Fyffe Road, Columbus, OH 43210.

*American Style Flower Arranging.* Peter B. Pfahl and Elwood W. Kalin, Prentice-Hall, Inc., Englewood Cliffs, New Jersey. 1982

## Floriculture Plant Identification List

Participant Name \_\_\_\_\_

Participant Number \_\_\_\_\_

<i>Number</i>	<i>Botanical Name/Common Name</i>	<i>Number</i>	<i>Botanical Name/Common Name</i>
101	Aechmea chantinii cv. / Bromeliad	120	Catharanthus roseus / Madagascar Periwinkle
102	Ageratum mexicanum cv. / Ageratum	121	Cattleya cv. / Cattleya Orchid Hybrid
103	Aglaonema commutatum cv. / Aglaonema	122	Celosia argentea cv. / Cockscomb
104	Alstroemeria aurantiaca / Peruvian Lily	123	Chamaedorea elegans / Parlor Palm
105	Antirrhinum majus cv. / Snapdragon	124	Chamelaucium uncinatum / Waxflower
106	Anthurium x andraeanum cv. / Anthurium, Flamingo Lily	125	Cholorophytum comosum cv. / Spider Plant
107	Aphelandra squarrosa cv. / Aphelandra, Zebra Plant	126	Chrysanthemum x morifolium cv. / Florist's Chrysanthemum
108	Araucaria heterophylla / Norfolk Island Pine	127	Cissus rhombifolia 'Mandaiana' / Grape Ivy
109	Argyranthemum frutescens / Marguerite Daisy	128	Clematis Jackmanii Group cv. / Clematis
110	Asparagus densiflorus 'Sprengeri' / Sprengeri "Fern"	129	Codiaeum variegatum pictum cv. / Croton
111	Asparagus setaceus / Asparagus "Fern"	130	Crassula argentea / Jade Plant
112	Astilbe hybrid cv. / Astilbe	131	Cyclamen x persicum cv. / Florist's Cyclamen
113	Begonia x tuberhybrida cv. / Tuberous Begonia	132	Cymbidium cv. / Cymbidium Orchid
114	Begonia x semperflorens- cultorum / Wax Begonia	133	Dianthus caryophyllus cv. / Carnation
115	Caladium x hortulanum cv. / Fancy-Leaved Caladium	134	Dieffenbachia maculata cv. / Spotted Dumbcane
116	Calceolaria crenatiflora cv. / Pocketbook Plant	135	Dracaena fragrans 'Massangeana' / Corn Plant Dracaena
117	Callistephus chinensis cv. / China Aster	136	Dracaena cincta / Red Edge Dracaena
118	Camellia japonica cv. / Common Camellia	137	Echeveria cv. / Hens and Chickens
119	Canna x generalis cv. / Common Garden Canna	138	Echinocactus cv. / Barrel Cactus
		139	Epipremnum aureum cv. / Golden Pothos, Devil's Ivy

<i>Number</i>	<i>Botanical Name/Common Name</i>	<i>Number</i>	<i>Botanical Name/Common Name</i>
140	<i>Erica carnea</i> cv. / Spring Heath	164	<i>Iris x germanica florentina</i> cv. / Flag (Bearded) Iris
141	<i>Eucalyptus polyanthemos</i> / Silver Dollar Gum	165	<i>Iris x xiphium</i> cv. / Dutch Iris
142	<i>Euphorbia milii splendens</i> / Crown-of-Thorns	166	<i>Justicia brandegeana</i> / Shrimp Plant
143	<i>Euphorbia pulcherrima</i> cv. / Poinsettia	167	<i>Kalanchoe x blossfeldiana</i> cv. / Kalanchoe
144	<i>Exacum affine</i> / German (Persian) Violet	168	<i>Leucanthemum x superbum</i> cv. / Shasta Daisy
145	<i>Ficus benjamina</i> 'Exotica' / Benjamin Fig	169	<i>Liatris spicata</i> / Liatris
146	<i>Ficus elastica</i> 'Decora' / 'Decora' Rubber Plant	170	<i>Lilium longiflorum</i> cv. / Trumpet (Easter) Lily
147	<i>Ficus pumila</i> / Creeping Rubber Plant	171	<i>Lilium x hybridum</i> cv. / Hybrid (Garden) Lily
148	<i>Freesia x hybrida</i> / Freesia	172	<i>Limonium sinuatum</i> / Statice
149	<i>Fittonia verschaffeltii</i> / Nerve Plant	173	<i>Lobularia maritima</i> / Sweet Alyssum
150	<i>Gardenia jasminoides</i> 'Fortuniana' / Gardenia	174	<i>Maranta leuconeura</i> var. <i>kerchoviana</i> / Prayer Plant
151	<i>Gerbera jamesonii</i> / Transvaal Daisy	175	<i>Matthiola incana</i> cv. / Flowering Stock
152	<i>Gladiolus x hortulanus</i> cv. / Garden Gladiolus	176	<i>Monstera deliciosa</i> / Cutleaf "Philodendron"
153	<i>Gynura aurantiaca</i> 'Sarmentosa' / "Purple Passion", Velvet Plant	177	<i>Narcissus pseudonarcissus</i> cv. / Daffodil
154	<i>Gypsophila elegans</i> cv. / Baby's Breath	178	<i>Neoregelia carolinae</i> 'Tricolor' / Bromeliad
155	<i>Hedera helix</i> cv. / English Ivy	179	<i>Nephrolepis exaltata</i> cv. / Boston fern
156	<i>Hemerocallis</i> cv. / Daylily	180	<i>Opuntia</i> tribe cv. / Cactus
157	<i>Heptapleurum arboricola</i> / Dwarf Schefflera, Dwarf Octopus Tree	181	<i>Paeonia</i> cv. / Peony
158	<i>Hippeastrum hybrid</i> cv. / Amaryllis	182	<i>Paphiopedilum x hybrid</i> cv. / Lady'slipper Orchid
159	<i>Hosta undulata</i> / Plantain Lily	183	<i>Pelargonium x domesticum</i> cv. / Regal (Lady Washington) Geranium
160	<i>Hoya carnosa</i> / Wax Plant	184	<i>Pelargonium x hortorum</i> cv. / (Zonal) Geranium
161	<i>Hyacinthus orientalis</i> cv. / Hyacinth		
162	<i>Hydrangea macrophylla</i> cv. / French (Florist's) Hydrangea		
163	<i>Impatiens hybrid</i> cv. / Impatiens		

<i>Number</i>	<i>Botanical Name/Common Name</i>	<i>Number</i>	<i>Botanical Name/Common Name</i>
185	Pelargonium peltatum cv. / Ivy Geranium	204	Salvia splendens cv. / Salvia
186	Peperomia argyreia / Watermelon Peperomia	205	Sansevieria trifasciata cv. / Snake Plant
187	Peperomia caperata / Emerald Ripple Peperomia	206	Saxifraga stolonifera / Strawberry Plant
188	Peperomia obtusifolia 'Variegata' / Variegated Peperomia	207	Schlumbergera bridgesii / Christmas Cactus
189	Petunia x hybrida cv. / Common Garden Petunia	208	Schlumbergera truncata cv. / Thanksgiving Cactus, Crab Cactus
190	Phalaenopsis cv. / Phalaenopsis (Butterfly) Orchid	209	Senecio cineraria 'Diamond' / Diamond Dusty Miller
191	Philodendron scandens oxycardium / Heartleaf Philodendron	210	Senecio x hybridus cv. / Florist's Cineraria
192	Pilea cadierei / Aluminum Plant	211	Sinningia speciosa Fyfianna Group cv. / Gloxinia
193	Pilea involucrata / Friendship Plant	212	Solanum pseudocapsicum cv. / Jerusalem Cherry
194	Pilea microphylla / Artillery Plant	213	Solenostemon scutellarioides / Coleus
195	Pilea nummularifolia / Creeping Charley	214	Spathiphyllum clevelandii / White Anthurium, Peace Lily
196	Plectranthus mummularis / Swedish Ivy	215	Stephanotis floribunda / Stephanotis
197	Polianthes tuberosa / Tuberose	216	Strelitzia reginae / Bird- of- Paradise
198	Primula x polyanthus cv. / Polyanthus (Primrose)	217	Syngonium podophyllum / Nephthytis
199	Primula malacoides cv. / Fairy Primrose	218	Tagetes species cv. / Marigold
200	Rhododendron cv. / Azalea	219	Tolmiea menziesii / Pickaback Plant
201	Rosa hybrid, Class Hybrid Tea cv. / Hybrid Tea Rose	220	Tulipa cv. / Tulip
202	Rumohra adiantiformis / Leatherleaf Fern	221	Vaccinium ovatum / Florist's "Huckleberry"
203	Saintpaulia ionantha cv. / African Violet	222	Viola x wittrockiana cv. / (Garden) Pansy
		223	Zebrina pendula cv. / Wandering Jew
		224	Zinnia elegans / Zinnia

## Floriculture

Name: \_\_\_\_\_ Chapter: \_\_\_\_\_

State: \_\_\_\_\_ Team No.: \_\_\_\_\_

Member No.: \_\_\_\_\_

### FLORAL ARRANGEMENT PRACTICUM SCORECARD

	POSSIBLE SCORE	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
<b>Arrangement</b>	<b>65</b>				
• Design		0-11	12-24	25-35	
• Balance		0-5	6-10	11-15	
• Functionality		0-2	3-4	5	
• Judges Choice		0-3	4-6	7-10	
<b>Itemized Bill</b>	<b>35</b>				
• Price Range		0-3	4-8	9-11	
• Accuracy		0-3	4-6	7-10	
• Completeness		0-2	3-5	6-7	
• Neatness		0-2	3-5	6-7	
<b>Total Possible:</b>	<b>100</b>				

### EXPLANATION OF FLORAL ARRANGEMENT TERMS

**Design:** Design is the overall shape or form of the composition; a planned relationship of the parts. The elements of design include: line [linear patterns attracting the eye to the focal point]; form [three dimensional shape]; texture [surface appearance of materials]; color [use of tints, tones, shades of hues, as well as black, gray and white]; the pleasing way in which lines, textures, sizes and colors are blended or contrasted; and the tying together of the parts by the combination of good design, balance and harmony.

**Balance** Visual stability, regardless of whether design is symmetrical or asymmetrical; determined by the relative sizes of materials and relative darkness of lightness and the placement of them.

**Functionality** Appropriateness of arrangement for use intended and soundness of construction.

**Judge's Choice** The use of plant materials and design principles in a particularly creative, original and unique manner.

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## Floriculture

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Member No.: \_\_\_\_\_

### FLORAL ARRANGEMENT ITEMIZED BILL

FLOWERS	QUANTITY USED	UNIT COST	TOTAL

Total Plant Material Cost \_\_\_\_\_

FOLIAGE	QUANTITY USED	UNIT COST	TOTAL

Total Other Materials Cost \_\_\_\_\_

Total Flower Cost	
Total Foliage Cost	
Hydrofoam	
Container Cost	
<b>Total Arrangement Cost*</b>	

\* Participants will be provided the RETAIL price of flowers and foliage that they will use in their arrangement by the event official at the beginning of the practicum. The MARKUP will be built into the retail price of the flowers and the foliage used in the arrangement. When the participant has determined the TOTAL ARRANGEMENT COST, he or she has included the markup.

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## Floriculture

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### JOB INTERVIEW PRACTICUM SCORECARD

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
<b>Introduction</b> <ul style="list-style-type: none"> <li>Initial presentation</li> <li>Eye contact</li> <li>Handshake</li> <li>Gives name</li> <li>States why here</li> </ul>	0-3	4-8	9-11	
<b>Knowledge of job</b> <ul style="list-style-type: none"> <li>Resume</li> <li>Typed</li> <li>Completeness</li> <li>Content/Accurate</li> <li>Application</li> <li>Legibility</li> <li>Completed</li> </ul>	0-8	9-16	17-25	
<b>Knowledge of the floricultural industry</b> <ul style="list-style-type: none"> <li>Tell me about yourself.</li> <li>What skills do you have for this job?</li> <li>What are your experiences relating to this job?</li> <li>Why should I hire you over someone else?</li> </ul>	0-6	7-12	13-20	
<b>Response to questions</b> <ul style="list-style-type: none"> <li>What are your weaknesses?</li> <li>Where do you see yourself in the next 5 years?</li> <li>BONUS: Would you hire this person?</li> </ul>	0-4	5-8	9-14	
<b>Personality</b> <ul style="list-style-type: none"> <li>Confidence</li> <li>Enthusiasm</li> <li>Appearance</li> </ul>	0-5	6-10	11-15	
<b>Poise</b> <ul style="list-style-type: none"> <li>Posture</li> <li>Closure ["Thank you."]</li> <li>Asks for the job or a decision date</li> </ul>	0-5	6-10	11-15	
<b>Total Score:</b>	<b>100</b>			

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## Floriculture

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### TELEPHONE SALES PRACTICUM SCORECARD

POSSIBLE SCORE	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
<b>Telephone Usage 70</b>				
• Introduction	0-2	3-4	5	
• Voice	0-2	3-5	6-7	
• Personality	0-6	7-12	13-18	
• Information Gathered	0-4	5-8	9-12	
• Evidence of Product Knowledge	0-4	5-8	9-14	
• Closing of Order	0-4	5-8	9-14	
<b>Written Order 30</b>				
• Delivery Instructions	0-2	3-4	5	
• Description of Floral Items	0-2	3-4	5	
• Billing Information	0-2	3-4	5	
• Card Message	0-2	3-4	5	
• Neatness and Completeness	0-2	3-4	5	
• Correct Computation	0-2	3-4	5	
<b>Total Score: 100</b>				

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## Floriculture

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### SELLING ONE-ON-ONE PRACTICUM SCORECARD

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Took Initiative	0-5	6-10	11-16	
Communicated effectively	0-5	6-10	11-16	
Exhibited ambition and efficiency	0-6	7-12	13-20	
Diplomatic and courteous	0-6	7-12	13-20	
Knew merchandise, prices and policies	0-4	5-8	9-14	
Closed sale properly	0-4	5-8	9-14	
<b>Total Score:</b> 100				

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## Floriculture

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### PLANT POTTING PRACTICUM SCORECARD

POSSIBLE SCORE	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
<b>Potting Process 52</b>				
• Selection Cuttings	0-3	4-6	7-10	
• Filling Pot with Soil	0-1	2-3	4	
• Placing of Cuttings	0-2	3-4	5-6	
• Covering Cutting Rooted Ends	0-6	7-12	13-18	
• Labeling of Pot	0-3	4-6	7-9	
• Watering of Potted Cuttings	0-2	3-4	5	
<b>Potting Product 23</b>				
• Depth of Planting	0-2	3-4	5	
• Correct Soil Level in Pot	0-2	3-4	5	
• Cutting Arrangement & Angle	0-2	3-4	5	
• Firmness of Soil	0-1	2-3	4	
• General Appearance (freedom from handling damage)	0-1	2-3	4	
<b>Total Possible: 75</b>				

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### MAKING A DISH GARDEN SCORECARD

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Selection of Plant Materials	0-2	3-5	6-8	
Preparation of Plant Materials	0-2	3-5	6-7	
Use of Growing Media	0-3	4-6	7-10	
Use of Other Materials	0-4	5-8	9-12	
Design	0-5	6-10	11-15	
Attractiveness	0-4	5-9	10-13	
Pricing	0-3	4-6	7-10	
<b>Total Score:</b>	<b>75</b>			

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### MAKING A PRODUCT DISPLAY SCORECARD

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Creates Interest	0-3	4-6	7-9	
Attractiveness	0-3	4-6	7-10	
Central Theme	0-2	3-5	6-8	
Sales Appeal	0-5	6-10	11-15	
Design	0-5	6-10	11-16	
Color Harmony	0-3	4-6	7-9	
Focal Point	0-2	3-5	6-8	
<b>Total Score:</b>	<b>75</b>			

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## Floriculture

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### MAKING AND PACKING A CORSAGE SCORECARD

CORSAGE SCORE CARD	POSSIBLE POINTS	MEMBERS SCORE
Wiring and Taping	12	
Use of Ribbon	15	
Design	15	
Wearability	14	
Packaging	7	
Pricing	12	
<b>Total Points</b>	<b>75</b>	

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### ASEXUAL PLANT PROPAGATION SCORECARD

ASEXUAL PROPAGATING	POSSIBLE POINTS	MEMBERS SCORE
Selection of Cutting	12	
Making Cuttings	15	
Preparation of Cuttings for Sticking in Growing Media	10	
Use of Rooting Hormone	6	
Selection of Growing Media	12	
Sticking of Cuttings in Growing Media	8	
Response to Questions	12	
<b>Total Points</b>	<b>75</b>	

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## Floriculture

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### CONTROL OF PLANT DISORDERS SCORECARD

*[For plants with insect or disease disorders]*

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Diagnosis of Problem	0-4	5-8	9-14	
Prescription of Treatment	0-4	5-8	9-14	
Preparation of Treatment	0-5	6-10	11-16	
Application of Treatment	0-5	6-10	11-16	
Followed Recommended Safety Practices	0-5	6-10	11-15	
<b>Total Score:</b> 75				

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### IDENTIFYING AND PRESCRIBING TREATMENT FOR PLANT DISORDERS SCORECARD

*[For plants with nutritional or environmental disorders]*

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Diagnosis of Problem	0-4	5-8	9-12	
Description of Problem	0-5	6-10	11-15	
Discussion of Problem	0-6	7-12	13-18	
Prescription of Treatment	0-6	7-12	13-18	
Personality	0-4	5-8	9-12	
<b>Total Score:</b>	<b>75</b>			

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### PINCHING PLANTS SCORECARD

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Selection of Plant Part to Pinch	0-5	6-10	11-16	
Use of Proper Procedures in Making Pinches	0-6	7-12	13-20	
Make of Proper Hard Pinches	0-4	5-8	9-12	
Made Proper Soft Pinches	0-4	5-8	9-12	
Overall Effect of Making Pinches	0-5	6-10	11-15	
<b>Total Score:</b> 75				

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## Floriculture

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### HAZARDOUS SITUATION SCORECARD

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Utilize Proper Personal Safety Precautions	0-6	7-12	13-20	
Utilize Proper Safety Procedures in Clearing up the Situation	0-8	9-16	17-25	
Proper Disposal of Problem Materials	0-6	7-12	13-20	
Utilize Proper Follow-up Procedures	0-3	4-6	7-10	
<b>Total Score:</b> <b>75</b>				

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## Floriculture

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### CUSTOMER COMPLAINT SCORECARD

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Obtained Clear Understanding of Complaint	0-3	4-6	7-10	
Reformed Complaint in Less Negative Terms	0-2	3-5	6-8	
Changed Complaint into Question	0-2	3-5	6-8	
Explored Alternative Solutions	0-6	7-12	13-20	
Solved Problem	0-5	6-10	11-15	
Exhibited a Pleasing Personality	0-4	5-8	9-14	
<b>Total Score:</b>	<b>75</b>			

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### COMPUTER USE SCORECARD

COMPUTER USE	POSSIBLE POINTS	MEMBERS SCORE
Familiarity with Computer Commands	10	
Understanding of Computer Programs	15	
Generated Solution to Situation	25	
Followed Directions	15	
Accuracy	10	
<b>Total Points</b>	<b>75</b>	

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## Floriculture

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### MEDIA SELLING PRACTICUM SCORECARD

*[Newspaper Ad]*

	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
Identified target group	0-2	3-5	6-8	
Informed the reader	0-3	4-6	7-10	
Appeared in good taste	0-3	4-6	7-10	
Easy to read	0-3	4-6	7-10	
Presented one idea	0-5	6-10	11-15	
Included only the essentials	0-4	5-8	9-12	
Proper use of space	0-3	4-6	7-10	
<b>Total Score:</b>	<b>75</b>			

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### MEDIA SELLING PRACTICUM SCORECARD

*[Television Ad]*

POSSIBLE SCORE	NEEDS IMPROVEMENT	GOOD	EXCELLENT	MEMBER SCORE
<b>Ad Information 36</b>				
• Identified target group	0-2	3-5	6-8	
• Informed the listener	0-2	3-5	6-8	
• Presented one idea	0-2	3-5	6-7	
• Contained essential information	0-2	3-5	6-7	
• Appealed to the listener	0-2	3-4	5-6	
<b>Camera Performance 39</b>				
• Voice	0-3	4-6	7-10	
• Personality	0-4	5-8	9-12	
• Diplomatic and courteous	0-2	3-5	6-9	
• Enthusiastic about product	0-2	3-5	6-8	
<b>Total Possible: 75</b>				

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