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FFA makes a positive difference in the lives of students by developing their potential for **premier leadership, personal growth and career success** through agricultural education. National FFA Online, [www.ffa.org](http://www.ffa.org), FFA's Internet web site, can provide information about the National FFA Organization.

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## GENERAL INFORMATION

**Contact** Career Development Events  
Jessica Scholer  
National FFA Center  
PO Box 68960  
Indianapolis, Indiana  
46268-0960  
(317) 802-4263

**Technical Writer** Carol L. Herl  
51 Snowbird Trail  
Fairfield, PA

The National FFA Career Development Events are educational activities organized by the National FFA Organization and sponsored through the National FFA Foundation and special industry sponsors.

This is your copy of the official rules and regulations for National FFA Career Development Events for 2006–2010. Please retain this manual throughout the five-year period. Refer to the Local Program Resource CD-ROM or FFA online for the most up-to-date edition of the Career Development Event Handbook.

CDE Event	Superintendent	Phone	E-mail
Agricultural Communications	Dr. Cindy Akers	806-742-2816	cindy.akers@ttu.edu
Agricultural Issues Forum	Dr. Jerry Peters	765-494-8423	peters@purdue.edu
Agricultural Mechanics	Dr. Stephen Poe	523-317-6418	spoe@ag.arizona.edu
Agricultural Sales	Mr. Troy Selman	936-661-9195	TLselman@gmail.com
Agronomy	Mr. Harold Brown	614-836-7694	hbrown@synagro.com
Creed Speaking	Mr. Greg Beard	805-756-2402	gbeard@calpoly.edu
Dairy Cattle Evaluation	Mr. Jim Ertl	651-582-8347	jim.ertl@state.mn.us
Dairy Cattle Handlers' Activity	Ron Tilford	513-293-4180	rtilford2@cinci.rr.com
Dairy Foods	Dr. Freddie Scott	479-575-2035	FScott@comp.uark.edu
Environmental and Natural Resources	Mr. Billy Sumrall	601-785-9602	glbbeef@bellsouth.net
Extemporaneous Public Speaking	Mr. Dennis Wallace	360-458-6543	dennis_wallace@ycs.wednet.edu
Farm Business Management	Dr. James Casey	318-342-1750	jcasey@ulm.edu
Floriculture	Mr. David Kercheval	254-854-2952	KerchBar3@aol.com
Food Science and Technology	Dr. Lori Moore		LMoore@aged.tamu.edu
Forestry	Mr. Marion Fletcher	501-682-2561	marion.fletcher@arkansas.gov
Horse Evaluation	Mr. Joe Cunningham	918-479-6221	jcunningham@lg.k12.ok.us
Job Interview	Ms. Linda Story	270-733-4173	ljstory@bellsouth.net
Livestock Evaluation	Dr. Fred Rayfield	229-896-2293	frayfield@cook.k12.ga.us
Marketing Plan	Mr. John Jeans	503-999-6914	jjeans@astoria.k12.or.us
Meats Evaluation and Technology	Dr. Randy Harp	254-968-9212	harp@tarleton.edu
Nursery/Landscape	Dr. Alan McDaniel	540-231-5781	alanmcd@vt.edu
Parliamentary Procedure	Dr. James Connors	614-292-3386	connors.49@osu.edu
Poultry Evaluation	Dr. Jason Emmert	479-575-3595	jemmert@uark.edu
Prepared Public Speaking	Mr. Dustin DeVries	703-727-9866	ddevries@falconpro.net

## ■ PHILOSOPHY FOR NATIONAL FFA CAREER DEVELOPMENT EVENTS

Students are important customers of agricultural education and FFA who recognize quality and value in products and activities. When provided an opportunity to fashion their educational experiences, they generally make wise decisions based on needs. Perceptions, images and opinions of others influence students. They value change based on their perceived personal needs as well as the needs of others. They sometimes value change for the sake of variety. Adults are concerned about the experiences of students and want to help organize experiences that will meet the future needs of students while accomplishing the purposes of agricultural education and the National FFA Organization. The National FFA Organization should assume the leadership role in developing and continuously improving relevant FFA career development events. Although the National FFA Organization should be aware of the needs of state associations and should react to those needs, it should help initiate opportunities that reflect relevant and emerging technology. National FFA Career Development Events should be developed with significant input from FFA members, teachers, partners, respective industry sponsors and others involved in agricultural education.

National career development events should reflect instruction that currently takes place in the entire agricultural education program, including classroom instruction, laboratory instruction, individualized instruction, and/or supervised agricultural experience. However, it is appropriate for the national organization to develop career development events and awards that stimulate instruction in emerging areas that reflect both current and future community, national and global work force needs. The authority for insuring the relevance of an FFA

activity is ultimately vested in the National FFA Board of Directors.

The national organization should promote career development events. Career development events that include team activities should be based on cooperation and teamwork while recognizing the value of competition and individual achievement. The role of career development events is to motivate students and encourage leadership, personal growth, citizenship and career development.

Students should be recognized for achievement in career development events. Quality standards should be used as a basis for achievement. The national organization should ensure that the recognition is appropriate and meaningful. Recognition for achievement should be reflective of the total effort required by the chapter/team/individual and should take place at all levels of participation.

The National FFA Organization shall encourage accessibility and provide opportunities for achievement and recognition for students with diverse backgrounds. High expectations should be consistently communicated to those who are involved in career development events and awards.

## ■ GENERAL RULES AND OFFICIAL POLICIES

*Violations of any of the following rules may be grounds for the event superintendent to disqualify the participants.*

National FFA staff and event superintendents will use the published rules and procedures to organize and implement the National FFA Career Development Events. Event activities may not be conducted, modified or substituted due to lack of necessary materials, expertise or extreme impact to event budgets. Every effort will be taken to

maintain the quality and integrity of the event. In this case notification will be provided at the team orientation meeting. Teams that qualify to compete will be mailed the current format for the specific event in a team orientation packet prior to the convention for which they have qualified.

### Team Activities

The primary goal of career development events is to develop individual responsibilities, foster teamwork and promote communications while recognizing the value of ethical competition and the value of individual achievement. Where appropriate team activities will be included that requires two or more members from one chapter working cooperatively. Career development events and awards are intended to be an outgrowth of instruction.

Career development events should:

- include problem solving and critical thinking.
- promote an appreciation for diversity by reducing barriers to participation.
- promote new directions and focus on future needs of members and society.
- include cooperative activities, where appropriate.
- encourage broad participation among members and recognize excellence within levels of experience.
- recognize individual and team achievement, develop general leadership and recognize levels of ability.
- provide local recognition for superior performance at the state and national level.

### Eligibility of Participants

1. Each participant must be a current bona fide dues paying FFA member in good standing

with the local chapter, state FFA association and the National FFA Organization at the time of his/her certification and at the time of the national career development event in which he/she participates.

If the participant's name is not on the chapter's official roster for the years in which the dues were payable to the National FFA Organization, a past due membership processing fee of \$25, in addition to the dues must be paid **prior** to certification.

2. The participant, at the time of his/her certification as a national team member:
  - a. must be a *high school* FFA member, (a graduating senior is considered eligible to compete in state and national career development events up to and including his/her first national convention following graduation). (High school refers to grades 9–12.)
  - b. must have qualified as either a 7th, 8th or 9th grade member to compete in the creed speaking event.
  - c. while in school, must be enrolled in at least one agricultural education course during the school year and/or follow a planned course of study; either course must include a supervised agricultural experience program, the objective of which is preparation for an agricultural career.
 

The National FFA Constitution provides flexibility to meet the needs of students enrolled in non-traditional programs. For this purpose a student needs to be enrolled in at least one agricultural education course during the year they qualified for the event.
  - d. must have qualified as a state representative in a respective career development event; if he or she moves to a

different chapter or a different state, they may be allowed to compete in the national event with the school they qualified with during the qualifying year. Certification forms submitted to the national FFA will be the list that will be accepted.

3. A student may not participate more than once in the same official National FFA Career Development Event. No student may participate in more than one National FFA Career Development Event each year.
4. CDE participants who start an event and do not complete the event without notifying event officials at the time of departure will be disqualified. This can affect the overall team rank and position. In some events this will also disqualify the entire team.

### Official Dress

1. Participants are expected to observe the National FFA Code of Ethics and the Proper Use of the FFA Jacket during the career development events. (Please see the latest edition of the Official FFA Manual.) Official dress is highly recommended for all participants where appropriate and is required for the awards presentation and recognition.

## SELECTION AND CERTIFICATION OF STATE TEAMS

1. Each state team may be composed of four members except for agricultural communications, agricultural issues, marketing plan and parliamentary procedure. The members of a state team must be from the same chapter. Members must qualify in the career development event in which they are to participate at the national level. With extenuating circumstances a teacher may substitute another

student from the chapter who may not have participated at a state qualifying event.

2. Each team will be composed of the number of members determined by the specific event committee. See chart on next page for number of team members and number of scores used to comprise the team score.
3. Teams must be selected at a state or interstate career development event held between the immediate previous National FFA Career Development Event Convention and prior to the National FFA Convention in which they are participating. States that qualify more than one year out must request and submit a written waiver for approval at least 110 days prior to the national event.
4. Each state will submit a team declaration form by June 1st prior to the national FFA convention. A \$25 entry-processing fee will be charged for participation in each declared event with the exception of the Dairy Cattle Handlers' Activity. Processing fee must be paid in conjunction with certification of each team.
5. The state supervisor of agricultural education or the executive secretary must certify that participants are eligible. If an ineligible student participates in any career development event, the member will be disqualified and may result in the disqualification of the team as well.
6. All students must be certified by the designated deadline. Once original certification has been completed, no member may be added without first deleting a member.
7. Certification forms will be made available each year to the state supervisor of agricultural education and the executive secretary through the National FFA CDE website and National Agricultural Education Inservice CD-ROM. States must certify participants to the National FFA Organization 110 days

**OFFICIAL DRESS RECOMMENDATIONS, NUMBER OF PARTICIPANTS  
AND NUMBER OF SCORES FOR TEAM TOTAL**

<b>Event</b>	<b>Official Dress Appropriate</b>	<b>Number of Participants Allowed(per team)</b>	<b>Number of Scores for Team Total</b>
Agricultural Communications	Yes	5	5
Agricultural Issues	Optional	3-7	Team Score Event
Agricultural Mechanics	No	4	Top 3 Scores
Agricultural Sales	Yes	4	4
Agronomy	Yes	4	4
Creed Speaking	Yes	1	N/A
Dairy Cattle	Yes	4	Top 3 Scores
Dairy Handler	Yes	1	N/A
Dairy Foods	Yes	4	Top 3 Scores
Environmental and Natural Resources	Yes	4	4
Extemporaneous Speaking	Yes	1	NA
Farm Business Management	Yes	4	Top 3 Scores
Floriculture	Yes	4	4
Food Science and Technology	Yes	4	4
Forestry	No	4	Top 3 Scores
Horse	Yes	4	Top 3 Scores
Job Interview	Yes	1	N/A
Livestock	Yes	4	Top 3 Scores
Marketing Plan	Yes	3	Team Score Event
Meats Evaluation and Technology	No	4	Top 3 Scores
Nursery/Landscape	Yes	4	Top 3 Scores
Parliamentary Procedure	Yes	6	Team Score Event
Poultry	Yes	4	Top 3 Scores
Prepared Speaking	Yes	1	N/A

prior to the start of the national convention. The names of all participants may be submitted after the 110 day certification deadline, but must be in the National FFA Center at least ten (10) business days prior to the career development event in which they are to participate. Any additions or deletions of participants less than ten (10) business days prior to the career development event must be done at the national FFA convention within one (1) hour prior to the time of each respective career development event team orientation meeting.

8. To certify at the convention, advisors are to complete an on-site add/delete form. Membership of those participants listed on the on-site add/delete form will be verified after the convention. If at that time, a member is found to be inactive, the team may be disqualified, if the member who is in question had an effect on the team placing. Regardless, the member in question will be disqualified. These participants must also meet all other requirements of eligibility printed in this handbook. When possible membership checks will be done at the time the on-site add/delete form is processed on site. If at this time the participant is not a member the chapter advisor will have the opportunity to pay membership processing fees, state dues and national dues.
9. Each member participating in a National FFA Career Development Event must submit the proper Waiver, Release of Liability and Consent to Medical Treatment Form. The form must be sent to the National FFA Center within 30 days prior to the event. If a team does not qualify for participation in the national event until after this deadline, the waiver form must be submitted with the certification form. Participants who do not submit this form will not be allowed to participate.

National FFA staff highly recommend that all liability waiver forms be submitted with the event certification form prior to the certification deadline. Liability waivers must be submitted with all add/delete forms.

### Emergency Conditions

1. Under emergency conditions, a state team participating in a National FFA Career Development Event may be made up of less than the required members. States must still certify teams prior to the national FFA convention, but fewer than the required number could compete if an emergency condition such as illness, death in the family or an act of God would occur. Those individuals competing would still be eligible to qualify for individual awards.
2. Event committees will strive to divide teams into groups so that no two participants from a team will be in the same group. In any case no two members will be placed side-by-side.

### Disqualification

1. Any communication, verbal or non-verbal, between participants during a career development event will be sufficient cause to eliminate the team member involved from the career development event. The only exception to this would be communication between team members during the team activity portion of a given career development event.
2. Teams or participants arriving after the career development event has begun may be disqualified or penalized.
3. Any assistance given to a team member from any source other than the career development event officials or assistants will be sufficient cause to eliminate the team from the career development event.



4. Event superintendents may stop any participant if they deem their manner to be hazardous either to themselves or others. Such stoppage shall deem the individuals disqualified for that section of the career development event.
5. CDE participants who start an event and do not complete the event without notifying event officials at the time of departure will be disqualified. This can affect the overall team rank and position. In some events this will also disqualify the entire team.
6. Participants will not be allowed to utilize personal electronic communication devices, other than those approved by the event officials, during the entire course of the event. Participants who access personal electronic communication devices without prior approval of the event officials will be disqualified.
7. No team, participant, advisor or coach shall visit the event facilities from September 1 to the end of the event. Any team, participant, advisor or coach reported and proven to do so will cause the elimination or disqualification of that team from the national event.
8. Assess a penalty of 10% of the total points allotted for the written documents postmarked after the postmarked deadline in the following events; Agricultural Communications, Agricultural Issues, Job Interview, Marketing Plan and Prepared Public Speaking. If the document is still not received seven days after the postmarked deadline, the team/individual may be subject to disqualification.

### Waiver of FFA Rules

Any local chapter seeking a waiver of a National FFA Board Policy or Procedure must submit in writing to the chapter's state FFA association office. If the request is approved at the state level,

it must be forwarded, under the signature of the state FFA advisor or executive secretary, to the national FFA advisor. After study by the appropriate staff, the waiver request must be submitted to the national FFA staff at least 30 days prior to the scheduled event or due date for which the waiver is requested. This policy does not supersede any current FFA policy for appeals already established for a particular FFA program.

### Rules Committee of the National FFA Award, Recognition and Career Development Events Advisory Committee

1. The committee will meet only when needed at the national FFA convention and will make all final decisions on interpretation of the rules and regulations of the National FFA Career Development Events. The committee will be chaired by the National FFA Awards, Recognition and Career Development Events Advisory Committee chairperson who will in turn appoint a representative of each of the following organizations: National Association of Supervisors of Agricultural Education (NASAE), National Association of Agricultural Educators (NAAE) and the American Association for Agricultural Education, (AAAE). The program manager responsible for career development events will also serve. All five committee members will have one vote each.
2. The rules committee will resolve detailed written appeals associated only with scoring errors. Official judges' decisions are final. The announced results are the official results and awards may be duplicated as a result of the appeal. The written appeal must be filed with the education division staff responsible for career development events within seven (7) calendar days of the results announcement and accompanied with a \$50 filing fee. The fee will be returned if the appeal is justified.



## Additional Operational Procedures and Policies

### Check-in

Participants will report at the national FFA convention as indicated in the annual team orientation packet. Dates, hours and location will be sent annually to the state supervisor of agricultural education and to each team advisor in the team orientation packet. All participants will be given an identification number by which they will be designated throughout the event.

### Assistants, Group Leaders and Officials

Each state agricultural education department is encouraged to provide staff and students to help administer and conduct specific National FFA Career Development Events. *States with prepared, extemporaneous and creed speaking participants must provide a judge.* States entering a team may recommend a person or persons to serve as an assistant in the career development event in which a team will participate. These persons may be supervisors, teacher educators, teachers of agriculture or other qualified individuals. A person designated as an assistant, group leader or official for a career development event must neither be the coach, advisor or agricultural instructor of a team/individual in that same career development event; nor shall they have had any direct part in training/coaching the team/individual in preparation for the event after qualification for nationals has occurred. If an individual wishes to train/coach their team/individual, they must excuse themselves from the committee and event preparation for that convention year.

### Special Need

Accessibility for all students—All special needs requests and appropriate documentation as outlined in the special needs request procedure must be submitted with appropriate career

development event certification form by certification deadline. National FFA staff and the event superintendent will be responsible for scheduling assistance from a different state association to assist participants.

### Scoring

Continuous revisions of scoring sheets, due to computer scoring, will be necessary. Copies of any revised sheets will be sent to the state supervisor/executive secretary of agricultural education 60 days prior to the career development event.

## TEAM AND INDIVIDUAL AWARDS

The ranking of teams and individuals in each of the career development events will be on the basis of three logical groups within the total range of scores. These groups will be designated as gold emblem, silver emblem and bronze emblem. Teams and individuals participating in each of the career development events will be rated gold, silver and bronze emblem through a specific procedure that will be predetermined. However, officials will honor natural breaks in scores. In the final written announcement of results, teams and individuals will be ranked from top to bottom in the order of their placing. Awards will be distributed to the winning teams and individuals at award programs following the completion of the career development events.

1. All awards will be provided by a cooperating industry sponsor(s) as a special project, and/or by the general fund of the National FFA Foundation.
2. The team having the highest ranking in each career development event will receive an award and members will receive individual high team awards provided they are present at the time of the awards ceremony.

3. The high individual in each of the National FFA Career Development Events will be announced at the time the awards are distributed and presented with a special award.
4. Results of all National FFA Career Development Events will be released through the education division, National FFA Organization office at the appropriate event award ceremonies.

### Career Development Event Scholarships

1. Scholarships may be awarded in the National FFA Career Development Events, *as funding is available*.

Scholarships will be held for a full year beyond the student's graduation date. If the scholarship is not requested within one year after graduation from high school, the scholarship will be forfeited. Information on availability of scholarships will be sent annually along with the "Program for National FFA Career Development Events" to state participating teams and state agricultural education officials. Only one career development event scholarship may be awarded per student per year.

2. Additional scholarships may be available to top FFA members who have participated in National FFA Career Development Events at local, state and/or national levels through the National FFA Collegiate Scholarship Program. Students must meet the criteria for each specific area as outlined in the national scholarship application and complete the application that is mailed to each chapter in order to be considered for these scholarships.
3. Farm Business Management Career Development Event Fellows Program is for the advisors of the top two National FFA Farm Business Management Career Development Event teams. The advisor of

the first place team will receive a \$1,500 award and the advisor of the 2nd place team will receive a \$1,000 award. The advisors may use the awards for **a)** in-service or continuing education **b)** farm business management instructional materials **c)** a scholarship fund for the local FFA chapter. The Fellows awards will be awarded on an "as available" basis. Fellows awards may only be awarded to a FFA advisor for a total lifetime amount of \$2,500. These awards are provided by the National FFA Organization through National FFA Foundation sponsorship by the career development event sponsor.

### Written Tests

All written tests used in National FFA Career Development Events will be available for sale through the National FFA Catalog effective the January following each career development event. Please request Item NCQ (year).

### Career Development Events Additions/Deletions

- a. National FFA staff in cooperation with the National FFA Board of Directors is expected to be proactive in developing new or initiating changes within existing career development events to ensure they meet the needs of FFA members.
- b. Three years following the initiation of a new career development event, 15 states should be participating and 26 states should be participating after the next three-year period in order to retain the event at the national level.
- c. In addition, if 15 state supervisors/executive secretaries develop a proposal for a new career development event, the national FFA staff will conduct a study for the validity of the career development event and make a recommendation to the National FFA Board of Directors. Representatives of these states

must be from each of the FFA regions. The same process may be used to eliminate a national career development event.

- d. The national organization will certify National FFA Career Development Event winners for international competition when states request, with the understanding that the state team will provide their own travel expenses.
- e. The National FFA Board of Directors and national officers shall approve all changes in the general plan, rules and methods of selecting winners.

## NATIONAL FFA AWARD, RECOGNITION AND CAREER DEVELOPMENT EVENTS ADVISORY COMMITTEE

Purpose: To advise the National FFA Board of Directors on issues impacting both National FFA Career Development Events and Awards to ensure:

1. all activities are consistent with industry needs.
2. all activities are available to all members.
3. all activities are conducted openly, fairly and in a quality manner.
4. cooperation among various activities occurs, to the degree possible, to promote the interconnectedness of agriculture (i.e. forestry and agricultural mechanics or farm business management and dairy or livestock) and agricultural education (classroom, SAE, FFA).
5. new and innovative activities are being put forward for consideration.
6. as many students as possible have the opportunity to participate.

7. a constant process of local advisor in-service on proper use of these activities as tools for learning is being championed.
8. all activities are operated consistently with national FFA board policy.
9. activities are conducted within available budgets approved by the FFA board and, if appropriate, FFA foundation board.

### Membership

1. Two members of the National FFA Board of Directors, selected by the board, one of which will be a state supervisor (preference may be given for the second position to be held by the teacher acting as the USDE representative).
2. Two members, who are agricultural education instructors, selected by National Association of Agricultural Educators, (NAAE) through a process of their choosing.
3. Two members, who are state staff, selected by National Association of Supervisors of Agricultural Education, (NASAE) through a process of their choosing.
4. Two members, who are teacher educators, selected by American Association of Agricultural Education, (AAAE) through a process of their choosing.
5. Two FFA members who are or were delegates selected by the FFA national officers through a process of their choosing.
6. One member who is a career development event superintendent selected by the CDE superintendents through a process of its choosing.

### Consultants

The current superintendent of each FFA career development event area will serve as a consultant.

### Term

Members serve a three-year term except for the two FFA member representatives who will serve a one-year term.

### Chair

The chair of the national advisory committee on awards and career development events will be the state staff member selected by the National FFA Board of Directors.

### Meeting Schedule

1. Annual national convention meeting will be held to report on the completion of activities at convention and provide input into the winter meeting agenda.
2. The annual winter meeting will allow for most of the committee's work to be conducted as a whole group and in sub-groups focused on specific issues or specific types of activities (e.g., team career development events, individual awards, chapter awards).

Costs for all official members and consultants:

- convention meeting cost is borne by each participant.
- the winter meeting cost will be borne by the National FFA Organization, education division budget and the National FFA Foundation special project budgets for career development events.

### National FFA Career Development Event Committee Responsibilities

The National Career Development Event Committee should:

1. broadly represent agriculture teachers, agriculture educators, subject matter specialists and industry personnel.
2. be appointed/confirmed by the chief operating officer with authority to manage the team activities and events.
3. build on the principles of volunteerism and individual members should be recognized for their contributions.
4. elect a superintendent to a five-year term that is confirmed by the FFA chief operating officer.
5. develop and propose a three-year budget to be approved by the appropriate FFA staff subject for submission to the National FFA Board of Directors.
6. develop committee assignments cooperatively with FFA staff.
7. be structured to encourage member development within the committee and be sensitive to, and represent the needs of diverse populations and cultures.
8. be large enough to adequately manage the team activities.
9. be responsible for the identification of the number of teams eligible to participate at the national level. They should encourage equal opportunity for members of teams to participate from across the states.

### ***Conflict of Interest***

Any career development event committee member who has a team qualify for or choose to train a team that qualifies for national competition in the event related to their committee assignment shall excuse themselves from their committee duties and event preparation for that convention year to eliminate the conflict of interest. It is the committee member's responsibility to inform the event superintendent and national FFA staff of

their involvement with a team that has qualified for national competition. A person designated as an assistant, group leader or official for a career development event must neither be the coach, advisor or agricultural instructor of a team/individual in that same career development event; nor shall they have had any direct part in training/coaching the team/individual in preparation for the event, after qualification for nationals has occurred.



# 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.

\_\_\_\_\_  
*Judge's Name*

\_\_\_\_\_  
*Judge's Signature*

\_\_\_\_\_  
*Date*

## Floriculture

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

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

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.

\_\_\_\_\_  
*Judge's Name*

\_\_\_\_\_  
*Judge's Signature*

\_\_\_\_\_  
*Date*

## Floriculture

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

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

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

### 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> <b>100</b>				

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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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## Floriculture

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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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### 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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## Floriculture

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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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### 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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### 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> 75				

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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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