

Specific Competencies and Skills Tested in this Assessment:

Basic Floral Design

- Display basic safe work practices
- Identify and correctly use floral supplies and tools
- Use ribbons and accessories in floral design
- Design and create basic arrangements
- Process, condition, and store plants and cut flowers
- Exhibit knowledge of shop sanitation, including coolers, containers, and buckets
- Identify cut materials and plants
- Display basic knowledge of floral design history



Intermediate Floral Design

- Create and design permanent floral arrangements
- Safely use steel pick machine, hot glue gun, and other floral adhesives
- Apply the principles and elements of floral design
- Exhibit knowledge of various floral wire services (FTD®, Teleflora®, and electronic services)

Advanced Floral Design

- Design and create various holiday and special occasion arrangements
- Apply knowledge and competence with wedding designs and accessories
- Apply knowledge and competence with funerals and sympathy work

Specific Competencies and Skills continued:**Small Floriculture or Floriculture-Greenhouse Business**

- Identify and describe business categories (sole proprietor, partnership, etc.)
- Exhibit knowledge of proper floriculture salesmanship techniques, customer relations, including telephone etiquette
- Set up effective merchandise displays and window displays
- Exhibit knowledge of effective floriculture advertising techniques
- Correctly price and determine costs of floral arrangements
- Apply knowledge of correct inventory procedures, shipping/receiving, and completing invoices
- Apply business math (invoice, payroll, labor, etc.)
- Identify and describe careers/jobs within the floral and/or greenhouse industry

**Plant Science**

- Classify plants using binomial nomenclature
- Identify and describe plant life cycles
- Identify and describe plant anatomy and physiology
- Exhibit understanding of sexual and asexual plant reproduction

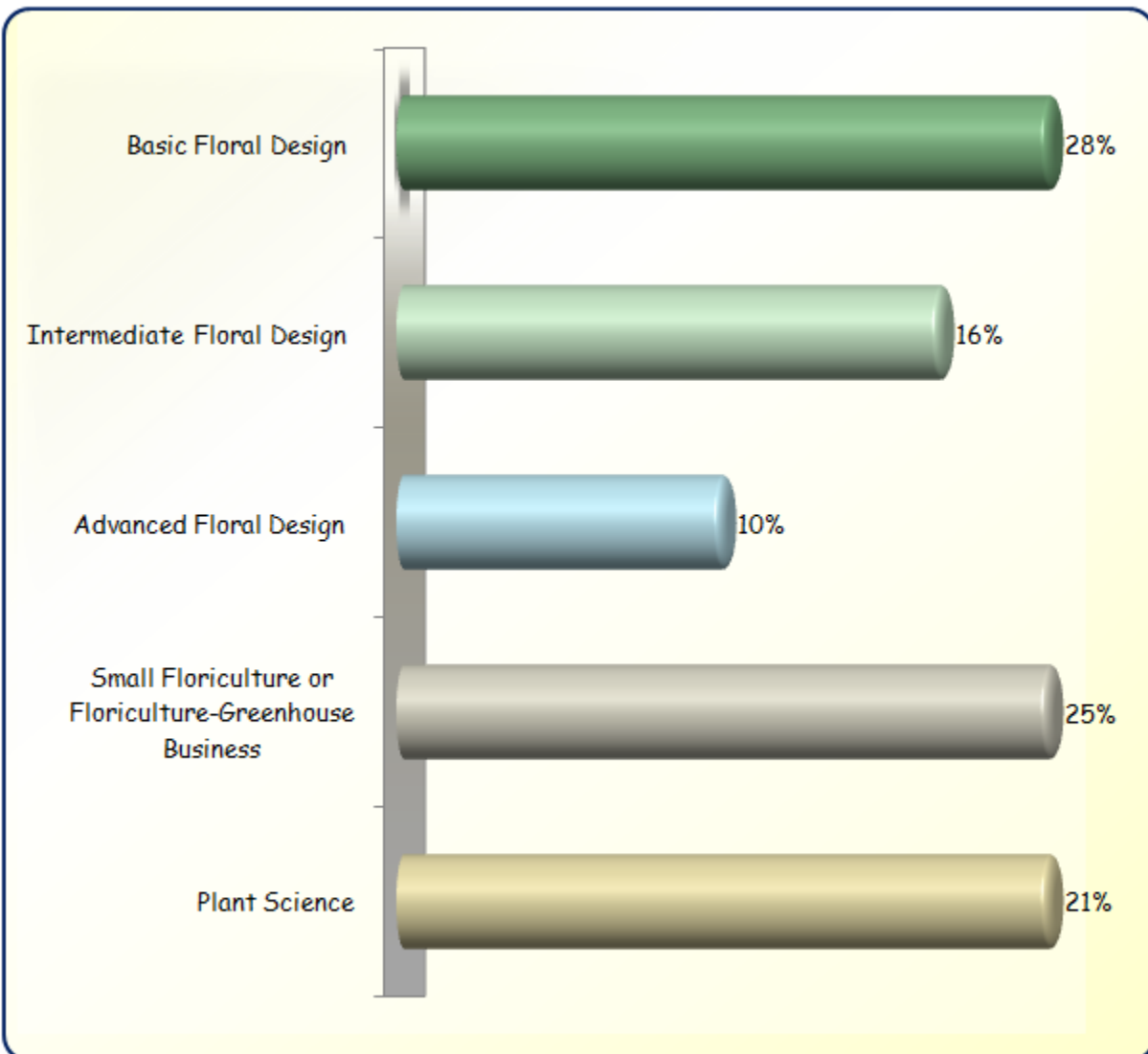


Written Assessment:

Administration Time: 3 hours

Number of Questions: 141

Areas Covered:



Sample Questions:

Artistry and design principles are most important to an individual seeking a career in

- A. greenhouse production
- B. plant science
- C. retail floristry
- D. soil science

Steel pick machines use steel picks that may

- A. come with or without wire attached
- B. be useful for cutting heavy stems
- C. cut fingers because they are sharp
- D. be purchased in various colors

The two most common tools used for fresh flowers designs are a

- A. styrofoam cutter and ribbon shears
- B. staple gun and wire cutters
- C. sharp knife and floral shears
- D. stem stripper and pruners

What is the scientific name (binomial nomenclature) for the carnation?

- A. *lilium longiflorum*
- B. *erica carnea*
- C. *hyacinthus orientalis*
- D. *dianthus caryophyllus*

Living plants may be sent as an expression of sympathy so

- A. a family can have a living remembrance to take home
- B. the florist can get rid of the stock plants hanging around in their shop
- C. individuals with allergies are not affected by a gift of flowers
- D. the immediate family can send more flowers



Performance Assessment:

Administration Time: 2 hours and 30 minutes

Number of Jobs: 4

Areas Covered:

23% **Isosceles Triangle Arrangement**

Wholesale and selling prices, profit margin, container preparation, quality of design, material handling, and time to complete job 1.

31% **Design a Multi-Flower Corsage**

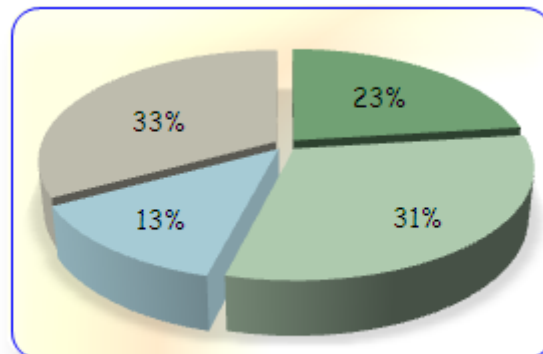
Selection of flowers and foliage, assembly procedures/mechanics, selection of ribbon, appearance of bow, overall appearance and quality, packaging, clean up, and time to complete job 2.

13% **Cash Register/Sales**

Greeting, completion of receipt, calculation of bill and change, closing of sale, and time to complete job 3.

33% **Plant Classification and Identification**

Classification of annuals, perennials, cut flowers, house plants and cut foliage, and time to complete job 4.



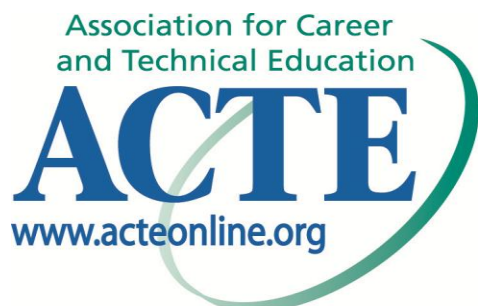
Sample Job: Isosceles Triangle Arrangement

Maximum Time: 45 minutes

Participant Activity: The participant will design/construct the arrangement described, securing the floral foam to the container with tape provided; determine retail cost of the arrangement, including container and foam; using wholesale price list, calculate the selling price by marking up the florist wholesale price; and determine the exact margin of profit.



The Association for Career and Technical Education (ACTE), the leading professional organization for career and technical educators, commends all students who participate in



career and technical education programs and choose to validate their educational attainment through rigorous technical assessments. In taking this assessment you demonstrate to your school, your parents and guardians, your future employers and yourself that you understand the concepts and knowledge needed to succeed in the workplace. Good Luck!