FLORICULTURE-GREENHOUSE – PILOT

Test Code: 4350
Version: 01

Specific Competencies and Skills Tested in this Assessment:

**Basic Floral Design**
Display basic safe work practices
Identify and correctly use floral supplies, mechanics, and tools
Use ribbons and accessories in floral design
Design and create basic arrangements
Design and create corsages and boutonnieres
Process, condition, and store plants and cut flowers, and identify methods of disease prevention
Exhibit knowledge of shop sanitation, including coolers, containers, and buckets
Identify cut materials and plants
Display basic knowledge of floral design history and design styles
Apply the principles and elements of floral design

**Intermediate Floral Design**
Create and design permanent floral arrangements
Decorate and design various types of gift baskets and dish gardens
Safely use steel pick machine, hot glue gun, and other floral adhesives
Exhibit knowledge of various floral wire services (FTD®, Teleflora®, and electronic services)

**Advanced Floral Design**
Define and identify floral design techniques
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

**Small Floriculture or Floriculture-Greenhouse Business**
Identify and describe business categories (sole proprietor, partnership)
Exhibit knowledge of proper floriculture salesmanship techniques, customer relations, including telephone and online etiquette
Set up effective merchandise and window displays
Exhibit knowledge of effective floriculture advertising techniques, including online advertising
Correctly price and determine costs of products and services
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
Floriculture-Greenhouse – PILOT (continued)

**Plant Science**
Classify plants using binomial nomenclature
Identify and describe plant life cycles
Identify and describe plant and floral anatomy and physiology
Exhibit understanding of sexual and asexual plant reproduction

**Soil Sciences**
Identify and describe soil microbiology, components, and classification
Describe drainage dynamics and types
Identify and describe essentials and trace elements, interactions, and availability
Analyze soil test results
Identify and describe types of growing media

**Greenhouse Operations**
Correctly select appropriate structures, glazing materials, sites, and layouts for greenhouses
Describe various watering techniques
Describe environmental factors that affect crop production
Apply methods of propagation (i.e., sexual, asexual)
Describe specialized greenhouse production techniques (i.e., hydroponics)
Identify types and uses of fertilizers
Identify common pests (insects, diseases, and weeds)
Describe concepts and practices of integrated pest management (IPM)
Identify and describe greenhouse-related worker protection standards
Describe various effective methods of greenhouse climate control
Identify greenhouse crops
Identify and use greenhouse-related containers
**Floriculture-Greenhouse – PILOT (continued)**

**Written Assessment:**

Administration Time: 3 hours
Number of Questions: 198

**Areas Covered:**

- 25% Basic Floral Design
- 5% Intermediate Floral Design
- 5% Advanced Floral Design
- 18% Small Floriculture or Floriculture-Greenhouse Business
- 15% Plant Science
- 10% Soil Sciences
- 22% Greenhouse Operations

**Sample Questions:**

Keep cut flowers hydrated in a wrap by using
A. a drip system
B. water tubes
C. floral tape
D. chapin tubes

When closing a telephone order, the last thing the salesperson should do is
A. summarize the charges
B. determine the method of payment
C. thank the customer
D. confirm the order

The characteristic red, pink, or white-colored portion of the poinsettia is actually the plant's
A. petal
B. bract
C. anther
D. flower

Micropropagation technique
A. uses only meristematic tissue
B. is easy and inexpensive to perform
C. requires germ-free (aseptic) conditions
D. is performed in greenhouses under a mist bench

The term, scarification, describes a method of
A. reducing scars on a stem of a plant
B. subjecting seeds to cold weather to aid germination
C. detecting plant disease
D. mechanically helping a seed to take in water
Performance Assessment:

Administration Time: 2 hours and 50 minutes
Number of Jobs: 5

Areas Covered:

24%  **Plant Classification and Identification**  
Identification of various annuals, cut flowers, house plants, cut foliage, and time to complete Job 1.

22%  **Symmetrical Triangle Arrangement**  
Wholesale cost of arrangement, selling price of arrangement, margin of profit, container preparation, quality of design, material handling, and time to complete Job 2.

29%  **Design a Multi-Flower Corsage**  
Flower selection, foliage selection, assembly procedures and mechanics, ribbon selection, area clean up, bow appearance, overall appearance of corsage, packaging, and time to complete Job 3.

11%  **Cash Register Sales**  
Customer greeting, receipt completion, bill calculation, count back change, close the sale, and time to complete Job 4.

14%  **Identify and Control Pests**  
Inspection procedures, accuracy of identification, reference usage, form completion, and time to complete Job 5.

Sample Job: Plant Classification and Identification

Maximum Job Time: 60 minutes

Participant Activity: The participant will find the names of 50 plants displayed, using the plant list provided and record the plant number in the appropriate location on the classification chart provided.