FLORICULTURE
CAREER DEVELOPMENT EVENT

1/30/2019

PURPOSE

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

OBJECTIVES

- To be able to identify floriculture and bedding plant materials.
- To be able to identify and treat unhealthy plants due to pest, nutritional, mechanical or chemical injury.
- To be able to understand the biological and scientific principles and develop the skills underlying propagation, growth requirements, growing techniques, harvesting, marketing and maintenance of established floriculture plants.
- To be able to understand principles and develop skills of floral design.
- To be able to identify and select appropriate supplies and equipment for flower shop and greenhouse.
- To be able to understand and demonstrate the use of safety procedures and practices in floriculture operations.
- To be able to operate and maintain appropriate equipment for floriculture operations.
- To be able to understand and demonstrate interpersonal skills prerequisite to successful employment in the floriculture industry.
- To be able to understand and demonstrate proper sales and service skills.
- To be able to maintain records and proper reports that are accurate and legible.
- Effectively work together as a team.

COMMON CORE REFERENCES

7th Grade

CCSS.ELA-Literacy.W.7.4 Produce clear and coherent writing in which the development, organization, and style are appropriate to task, purpose, and audience.

8th Grade

CCSS.ELA-Literacy.SL.8.4 Present claims and findings, emphasizing salient points in a focused, coherent manner with relevant evidence, sound valid reasoning, and well-chosen details; use appropriate eye contact, adequate volume, and clear pronunciation.

9-10th Grade

HS-LS1-2. Develop and use a model to illustrate the hierarchical organization of interacting systems that provide specific functions within multicellular organisms.

10-12th Grade

CCSS.ELA-Literacy.RST.11-12.3 Follow precisely a complex multistep procedure when carrying out experiments, taking measurements, or performing technical tasks; analyze the specific results based on explanations in the text.

RULES AND PROCEDURES

1. A team representing a chapter will consist of four members. The three highest scoring members will count towards the team score.
2. The event will have four phases: identification of plant materials, job interview, and two practicums per team.
3. Under no circumstances will any participant be allowed to touch or handle plant material during the event except during the practicums.
4. Observers will not be permitted in the event area while the event is in progress.
5. Any communication between participants from the same team during the career development event will be sufficient cause for elimination of the team.
6. Any participant caught cheating during the career development 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 career development event. No provisions will be made for tardiness which will, in most cases cause late participants to lose event points.
8. Participants will be assigned to groups for the career development event. Each participant is to stay with his or her group throughout the duration of the event or until told to change by career development event officials.
9. To facilitate the holding of score cards during the career development event, each participant will be given a clear plastic clipboard. Also, all participants must bring their own pencils (a minimum of two No. 2 pencils).
10. All participants will be given a participant number by which they will be designated throughout the career development event.
11. Teams will be divided into groups so that no two or three participants from the same chapter will be in the same group.
12. Official Dress, not business attire, should be worn.

Event Format

MATERIALS STUDENTS NEED TO PROVIDE:

* Two sharpened No. 2 pencils
* Prepared resume
* Floral cutters/clippers
* Ribbon shears
* Wire cutters
* Participants may also bring an apron and/or a tool belt and towels.

Individual Activities

Phase 1 - IDENTIFICATION OF PLANT MATERIALS/EQUIPMENT (200 POINTS)

Forty specimens from the Floriculture Plant Identification List will be displayed for participants to identify by technical and common names. Each specimen will be designated by a number. 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.

Phase 2 - General Knowledge Examination (100 POINTS)

Participants will answer 25 multiple choice questions that cover all areas of the floriculture industry cover in DelPrince (https://www.g-w.com/principles-of-floral-design-2015) This phase of the event will test participants' knowledge of understanding basic biological and scientific principle of producing and marketing flowers, plants and foliage. Each participant will be allowed 30 minutes to complete the exam. Each answer has a value of four points.

2019	Chapters 1-6
2020	Chapters 7-12
2021	Chapters 13-18

Phase 3 - PRACTICUMS (150 POINTS)

Each participant will complete two practicums selected from the list for the appropriate year. (**Each participant will provide his or her own florist shears, knife and pencil for this phase of the event**.)

2018

Make a Dish Garden
Pinching plants
Media selling
Plant potting / cutting

2019

Make a bud vase
Job Interview
One on One selling
Growing procedures - Pinching/Asexual/Potting
Identifying & Controlling Plant disorders

2020

Design a Corsage
Growing procedures - Pinching/Asexual/Potting

2021

Make a bud vase
Growing procedures - Pinching/Asexual/Potting

1 **Potting of Plant Cuttings (75 points - 10 minutes)**
Plant five rooted cuttings in the pot provided. (Each participant will be given 20 cuttings from which to select five; a 5 1/2 to 6 inch pot; a 1-1 soil mixture at correct moisture level; marking pencil.) Ten minutes will be allowed for completion of this practicum including the judging of the potted plant cuttings.

2 **Make a Dish Garden (75 points - 20 minutes)**
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 or her dish garden and to complete the itemized bill.

3 **Make a Product Display (75 points - 20 minutes)**
Each participant will set up a sales display of an item(s) commonly sold in florists shops or garden centers. 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.

4 **Make and Package a Corsage (75 points - 20 minutes)**
Make and package a $15 corsage. The type of corsage and information about the corsage will be announced by the event coordinator in charge at the beginning of the practicum. All pant and nonplant materials needed to construct and package the corsage will be provided. Participants should be knowledgeable and posses 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.

5 **Asexual Propagation of Plants (75 points - 10 minutes)**
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 a rooting media. Ten minutes will be allowed for completion of this practicum including the judging of the participant's performance in completing the practicum.

6 **Make a Bud Vase (75 points - 20 minutes)**
Make and package a $15 bud vase. The type of bud vase and information about the bud vase will be announced by the event coordinator in charge at the beginning of the practicum. All plant and nonplant materials needed to construct and package the bud vase will be provided. Participants should be knowledgeable and posses skills in the use of glue in making a bud vase. Each participant will be allowed 20 minutes to complete the construction of the bud vase and complete an itemized bill for the bud vase constructed.

7 **One - On - One Selling (75 points - 10 minutes)**
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 help the customer meet his or her need by using sales skills. All supplies, information and the business setting in which the participant works will be provided. Ten minutes will be allowed for this practicum. Of the 10 minutes, participants will be allowed five minutes for dialogue with the customer and completion of the sales form. Judges will be allowed five minutes to score the participant. Scoring criteria are presented on the selling One-on-One Practicum Rubric, which will be recorded by a judge.

8 **Pinching Plants (75 points - 10 minutes)**

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 coordinator in charge of the practicum. Participants will be judged on the procedures they followed in pinching the plant. Ten minutes will be allowed for completion and judging of this practicum.

9 **Handling a Hazardous Situation (75 points - 20 minutes)**

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

10 **Media Selling (75 points - 20 minutes)**

Each participant will develop either a one-page sales brochure or a newspaper advertisement. Information and all materials needed to develop the brochure or newspaper ad will be provided. Twenty minutes will be allowed for this practicum.

11 **Identifying and Controlling Plant Disorders (75 points - 20 minutes)**

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 the 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 to each participant.

12 **Handling a Customer Complaint (75 points - 10 minutes)**

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 or her complaint.

Phase 3 - INTERVIEW FOR A JOB (100 POINTS)

Each participant will appear before an employer (judge) for the purpose of interviewing for a position available in the employer's business. Specific information about the job for which the participant is applying will be announced in the schools registration packer. Participants will be given two job descriptions 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. Each Participant will be allotted 20 minutes prior to their interview to complete the job application. Each participant will be expected to prepare, prior to the event, a resume of their experiences and background to present to the judge at the time of the interview. This resume should include actual experience and education of the participant. 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.

EMPLOYMENT LOCATIONS

1. Local Floral Shop

Position requirements and responsibilities:

Knowledge in basic floral design techniques, project construction and customer sales. Knowledge of cut flower care, material selection and product pricing would be valuable.

2. Technician Local Greenhouse / Nursery Outlet

Position requirements and responsibilities:

Basic plant care would include watering, fertilizing, transplanting, pesticide application and customer sales. Knowledge of fertilization calculation, tree measurement, growing medias, pinching and preparation of plants for shipment would be an asset. Experience with small gas engine equipment operation and maintenance would be needed.

3. Chain Store - Garden Outlet

Position requirements and responsibilities:

Identification of bedding, house and nursery plants would be essential. Knowledge of design of indoor scaping and outdoor landscape would be needed. Plant handling, product display and sales would be daily responsibilities.

4. Plant Care Service

Position requirements and responsibilities:

A driver's license would be required. Basic knowledge of house plant care, watering and fertilization would be necessary. Identification of common plant pests and proper treatment would be a daily task. Knowledge of indoor scaping techniques would be a necessity.

5. Organic Greenhouse

Position requirements and responsibilities:

Basic knowledge of organic gardening and greenhouse practices would be required. Daily tasks would include: watering, pinching and preparation of plants for shipment. Knowledge in methods of organic pest control would be helpful.

6. Hobby Supply Chain

Position requirements and responsibilities:

Basic knowledge of floral design using artificial products would be a requirement. Experience in holiday display would be very valuable. A background in color coordination would definitely be considered an employability skill.

7. Local Rose Farm

Position requirements and responsibilities:

Knowledge of fertilization, irrigation, pest control and growing medias as would pertain to rose production is essential. Pruning, packing and shipping experience would be helpful.

8. Local High School Greenhouse Summer Caretaker

Position requirements and responsibilities:

Duties would include customer sales and basic plant care which entails watering, fertilizing, transplanting and pesticide application. Knowledge of fertilization calculation, growing medias and pinching of plants would be needed. Experience with small gas engine equipment operation and maintenance would be necessary. The ability to maintain and repair the greenhouse and control systems would be very valuable.

Team Activity (400 Points)

Each team will perform an assignment routinely performed in some phase of the floriculture industry that requires teamwork. Prior to the event, the event coordinator will select a theme and series for floriculture industry assignments that span the breadth of the industry from production to design. These tasks will be described in situational terms for presentation to each team. Forty-five minutes will be allowed for completing the activity. there will be an additional fifteen minutes for preparation and clean up. All materials needed to complete the assignment will be provided.

The type of assignments that may be used in this phase of the event include, but are not limited to, the following:

- Prepare floral products for an event.
- Prepare and pack floral products for shipping and updating inventory.
- Create a floral product display.
- Create a greenhouse production and task schedule to meet the needs of a given customer.

Scoring criteria for the team preparation and presentation are on the Team Activity Rubric, which will be recorded by a judge.

Scoring	**Possible Points**
Identification of Plant Materials ……	200
General Knowledge Examination ……	100
Practicums ……	150
Interview for a Job ……..	100
Total Possible Individual Points	**550**
Team Activity Possible Points ……..	**400**

	Max Team Score
Top 3 individual scores (1650 is max)	1650
Team Activity (400 is max)	400
Max Possible Team Score	**2050**

PLANT DISORDERS

Nutritional & Environmental Disorders

Cold temperature (freeze)
Cold water damage
Ethylene damage
Insufficient water damage
Iron deficiency
Nitrogen deficiency
Phosphorus deficiency

Diseases

Botrytis – Gray mold
Damping-off
Downy mildew
Leaf spot (Black)
Powdery mildew
Root rot
Rust
Stem rot
Tospovirus (INSV and TSWV)

Insects & Pests

Aphids
Fungus gnats
Leaf miner
Leafhopper
Mealybugs
Scale
Shore flies
Snails/Slugs
Spider mites
Thrips
Whiteflies

Floriculture Plant Identification List

101	*Aechmea fasciata* cv.	*Silver Vase Bromeliad*
102	*Ageratum houstonianum*	*Ageratum*
103	*Alstroemeria* hybrid cv.	*Peruvian Lily*
104	*Anemone coronaria*	*Anemone*
105	*Anethum graveolens* cv.	*Dill*
106	*Angelonia* hybrid cv.	*Angelonia*
107	*Anthurium x andraeanum* cv.	*Flamingo Plant*
108	*Antirrhinum majus* cv.	*Snapdragon*
109	*Aphelandra squarrosa* cv.	*Zebra Plant*
110	*Araucaria heterophylla*	*Norfolk Island Pine*
111	*Asparagus densiflorus*	*Sprengeri Fern*
112	*Aster pringlei*	*Monte Cassino Aster*
113	*Astilbe* hybrid cv.	*Astilbe*
114	*Begonia x semperflorens –* cultorum	*Wax Begonia*
115	*Begonia x tuberhybrida* cv.	*Tuberous Begonia*
116	*Caladium x hortulanum* cv.	*Caladium*
117	*Calibrachoa hybrid* cv.	*Million Bells*
118	*Callistephus chinensis* cv.	*China Aster*
119	*Campanula* hybrid cv.	*Campanula*
120	*Canna x generalis* cv.	*Garden Canna*
121	*Capsicum annuum*	*Ornamental Pepper Plant*
122	*Catharanthus roseus*	*Vinca*
123	*Celosia argentea* cv.	*Cockscomb*
124	*Chamaedorea elegans*	*Parlor Palm*
125	*Chamelaucium uncinatum*	*Waxflower*
126	*Cholorophytum comosum* cv.	*Spider Plant*
127	*Chrysanthemum x morifolium*	*Florist's Chrysanthemum*
128	*Clematis* hybrid cv.	*Clematis*
129	*Codiaeum variegatum pictum*	*Croton*
130	*Crassula argentea*	*Jade Plant*
131	*Cycas revoluta* cv.	*Sago Palm*
132	*Cyclamen x persicum* cv.	*Florist's Cyclamen*
133	*Cymbidium* cv.	*Cymbidium Orchid*
134	*Cymbopogon* cv.	*Lemongrass (herb)*
135	*Dahlia* hybrid cv.	*Dahlia*
136	*Delphinium consolida* cv.	*Larkspur*

137	*Dendrobium* cv.	*Dendrobium Orchid*
138	*Dianthus caryophyllus* cv.	*Carnation*
139	*Dracaena cincta*	*Red Edge Dracaena*
140	*Echinocactus* cv.	*Barrel Cactus*
141	*Epipremnum aureum* cv.	*Golden Pothos*
142	*Erica carnea* cv.	*Spring Heather*
143	*Eucalyptus polyanthemos*	*Silver Dollar Eucalyptus*
144	*Euphorbia pulcherrima* cv.	*Poinsettia*
145	*Eustoma grandiflorum*	*Lisianthus*
146	*Exacum affine*	*Persian Violet*
147	*Ficus benjamina* cv	*Benjamin Fig*
148	*Ficus elastica* cv	*Rubber Plant*
149	*Fragaria x ananassa* cv.	*Strawberry Plant*
150	*Freesia x hybrida*	*Freesia*
151	*Gardenia jasminoides*	*Gardenia*
152	*Gerbera jamesonii*	*Gerbera Daisy*
153	*Gladiolus x hortulanus* cv.	*Garden Gladiolus*
154	*Gomphrena hybrid* cv.	*Globe Amaranths*
155	*Gypsophila elegans* cv.	*Baby's Breath*
156	*Hedera helix* cv.	*English Ivy*
157	*Helianthus annuus*	*Sunflower*
158	*Hemerocallis* cv.	*Daylily*
159	*Hippeastrum* hybrid cv.	*Amaryllis*
160	*Hosta* cv.	*Hosta*
161	*Hoya carnosa*	*Wax Plant*
162	*Hyacinthus orientalis* cv.	*Hyacinth*
163	*Hydrangea macrophylla*	*Big Leaf Hydrangea*
164	*Impatiens* hybrid cv.	*Impatiens*
165	*Impomoea batatas* cv.	*Ornamental Sweet Potato*
166	*Iris x xiphium* cv.	*Dutch Iris*
167	*Senecio cineraria*	*Dusty Miller*
168	*Justica brandegeana*	*Shrimp Plant*
169	*Kalanchoe x blossfeldiana* cv.	*Kalanchoe*
170	*Leucanthemum x superbum*	*Shasta Daisy*
171	*Leucospermum* hybrid cv.	*Pin Cushion Protea*
172	*Liatris spicata*	*Liatris*

173	*Lilium hybrid* cv.	*Asiatic or Oriental Lily*
174	*Limonium sinuatum*	*Statice*
175	*Lobularia maritima*	*Alyssum*
176	*Maranta leuconeura*	*Prayer Plant*
177	*Matthiola incana* cv.	*Stock*
178	*Monstera deliciosa*	*Split Leaf Philodendron*
179	*Narcissus hybrid* cv.	*Daffodil or Narcissus*
180	*Nephrolepis exaltata* cv.	*Boston Fern*
181	*Ocimum basilicum* cv.	*Basil*
182	*Opuntia* cv.	*Cactus*
183	*Paeonia* cv.	*Peony*
184	*Paphiopedilum* hybrid cv.	*Ladyslipper Orchid*
185	*Pelargonium x hortorum* cv.	*Zonal Geranium*
186	*Pelargonium peltatum* cv.	*Ivy Geranium*
187	*Pentas hybrid* cv.	*Pentas*
188	*Petroselinum crispum* cv.	*Parsley*
189	*Petunia x hybrida* cv.	*Petunia*
190	*Phalaenopsis* cv.	*Moth Orchid*
191	*Philodendron scandens* oxycardium	*Heartleaf Philodendron*
192	*Pilea cadierei*	*Aluminum Plant*
193	*Portulaca oleracea* cv.	*Portulaca*
194	*Primula malacoides* cv.	*Primrose*
195	*Ranunculus* hybrid cv.	*Ranunculus*
196	*Rhododendron simsii* cv.	*Florist Azalea*

197	*Rosa hybrid* cv	*Hybrid Tea Rose*
198	*Rumohra adiantiformis*	*Leatherleaf Fern*
199	*Saintpaulia ionantha* cv.	*African Violet*
200	*Salvia splendens* cv.	*Salvia*
201	*Sansevieria trifasciata* cv.	*Snake Plant*
202	*Schefflera arboricola*	*Dwarf Schefflera*
203	*Schlumbergera bridgesii*	*Christmas Cactus*
204	*Sempervivum hybrid* cv.	*Hens and Chicks*
205	*Senecio x hybridus* cv.	*Cineraria*
206	*Sinningia speciosa* Fyfiana Group cv.	*Florist Gloxinia*
207	*Solidago* hybrid cv	*Solidago*
208	*Solenostemon scutellarioides*	*Coleus*
209	*Spathiphyllum*	*Peace Lily*
210	*Stephanotis floribunda*	*Stephanotis*
211	*Strelitzia reginae*	*Bird of Paradise*
212	*Syngonium podophyllum*	*Nephthytis*
213	*Tagetes* species cv.	*Marigold*
214	*Tradescantia zebrine*	*Wandering Jew*
215	*Tulipa* cv.	*Tulip*
216	*Verbena* hybrid cv.	*Verbena*
217	*Viola x wittrockiana* cv.	*Pansy*
218	*Zantedeschia* hybrid cv.	*Calla Lily*
219	*Zinnia* cv.	*Zinnia*

Floriculture Equipment and Supply Identification List

301	#100 Ribbon (satin, sheer, wired)
302	#3 Ribbon (satin, sheer, wired)
303	#40 Ribbon (satin, sheer, wired)
304	#9 Ribbon (satin, sheer, wired)
305	18-Gauge floral wire
306	28-Gauge floral wire
307	Anvil-and-blade pruner
308	Backflow preventer
309	Bouquet sleeve
310	Bulb planter
311	Cardette
312	Cell pack containers
313	Ceramic container
314	Chemical resistant gloves
315	Chenille stem
316	Coconut coir
317	Compressed air sprayer
318	Corsage box
319	Corsage pin
320	Corsage snips
321	Drip emitter, irrigation
322	Dry foam
323	Dust mask
324	Duster
325	Ellepot propagation cubes
326	Enclosure card
327	Fern greening pins
328	Fertilizer injectors
329	Floral adhesive
330	Floral foam
331	Floral knife
332	Floral preservative
333	Floral stem tape

334	Fogger
335	Gas mask
336	Glass vase
337	Glue gun
338	Glue pan
339	Glue sticks
340	Granular fertilizer
341	Greenhouse thermostat
342	Hanging basket
343	Hearing protection
344	Hook-and-blade pruners (bypass pruners)
345	Hose punch
346	Hose repair coupling
347	Hose-end repair fitting
348	Hose-end sprayer
349	Hose-end washer
350	Impulse sprinkler
351	Drip Irrigation tape
352	Irrigation timer
353	Mist nozzle (mist bed)
354	Nosegay holder
355	Nursery container
356	Oscillating sprinkler
357	Peat moss
358	Peat pots
359	Pest strips
360	pH testing meter
361	Polyethylene film
362	Polyethylene pipe
363	Pot covers
364	Propagation mat
365	Propagation trays
366	PVC (polyvinylchloride) pipe

367	PVC pipe cutter
368	Resin-coated fertilizer
369	Respirator
370	Ribbon shears
371	Rice hulls
372	Rockwool propagation cubes
373	Rose and stem flower stripper
374	Safety goggles
375	Sand
376	Scoop shovel
377	Shade fabric
378	Sharpening stone
379	Sheet moss
380	Siphon injector
381	Soil moisture meter
382	Solenoid valve
383	Spaghetti tubing (1/4" diameter or less)
384	Spanish moss
385	Sphagnum moss
386	Spray suit
387	Square point (flat) shovel
388	Styrofoam
389	Surestik cling
390	Tulle
391	Vermiculite
392	Water breaker
393	Water picks
394	Water soluble fertilizer
395	Water tubes
396	Waterproof container tape
397	Wire cutter
398	Wooden pick
399	Wrist corsage holder

Floral Arrangement Practicum Rubric

100 POINTS

Name Member Number

Chapter State Team Number

Possible Score	Excellent	Good	Needs Improvement	Member Score
Arrangement 85				
Category interpretation	5-12 points	3-5 points	0–2 points	
Balance	5-7 points	2-4points	0–1 points	
Creativity	5-7 points	2-4 points	0–1 points	
Depth Focal emphasis Line Mechanics Scale Unity	5-7 points 5-7 points 5-7 points 5-7 points 3-4 points 3-4 points	3-5 points 3-5 points 3-5 points 3-5 points 1-2 points 1-2 points	0–1 points 0–1 points 0–1 points 0–1 points 0 points 0 points	
Itemized List of Costs 15				
Price range	3-4 points	1-2 points	0 point	
Identification and accuracy	6-9 points	5-2 points	0-1 points	
			TOTAL (75 points possible)	

EXPLANATION OF FLORAL ARRANGEMENT TERMS

Category Interpretation: Design follows objective scenario given

Balance: Physical and visual

Creativity: Artistic inventiveness

Depth: Placement of materials at different levels throughout the arrangement

Focal Emphasis: Design has one area of design that attracts the eye to it

Line: Movement

Mechanics: Professional techniques and application

Scale: Proportion

Unity: Cohesiveness of design

Judge's Name Judge's Signature Date

Floral Arrangement Itemized List of Costs

Name | Member Number

Chapter | State | Team Number

Quantity	Flower/Foliage	Unit Cost	Total
		TOTAL FLOWER/FOLIAGE MATERIAL COST	

Quantity	Material Used	Unit Cost	Total
		TOTAL HARD GOODS COST	

Total Plant Material Cost	
Total Hard Goods Cost	
Container Cost	
Sub Total	
TOTAL ARRANGEMENT COST*	

**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 is built into the retail price of the flowers and the foliage used in the arrangement.*

Job Interview Practicum Rubric

75 POINTS

Name | Member Number

Chapter | State | Team Number

		Excellent	Good	Needs Improvement	Member Score
Introduction					
• Initial presentation • Eye contact • Handshake	• Gives name • States why here	5-7 points	2-4 points	0–1 points	
Knowledge of job					

• Resume
  • Typed
  • Completeness
  • Content/Accurate
		8-12 points	4-7 points	0-3 points	

• Application
  • Legibility
  • Completed
		5-7 points	2-4 points	0-1 points	

Knowledge of the floriculture industry/job					
• Tell me about yourself. • What skills do you have for this job? • What are your experiences relating to this job?	• Why should I hire you over someone else? • How would you handle a customer complaint?	11-18 points	5-10 points	0–4 points	
Response to questions					
• What are your weaknesses? • Where do you see yourself in the next 5 years?	• BONUS: Would you hire this person?	6-8 points	3-5 points	0–2 points	
Personality					
• Confidence • Enthusiasm	• Appearance	7-10 points	3-6 points	0–2 points	
Poise					
• Posture • Closure (“Thank you”)	• Asks for the job or a decision date	8-13 points	3-7 points	0–2 points	
				TOTAL SCORE (75 points possible)	

Judge’s Name | Judge’s Signature | Date

One-on-One Practicum Rubric

75 POINTS

Name | Member Number

Chapter | State | Team Number

	Excellent	Good	Needs Improvement	Member Score
Took initiative	**9–11 points** Student started dialogue, greeting and/or introduction given	**5–8 points** Dialogue required prompting by judge	**0–4 points** No introduction given, no dialogue started by student	
Communicated effectively	**9–11 points** Modeled active listening skills and asked appropriate questions	**5–8 points** Did not ask enough questions or had to be prompted by judge	**0–4 points** Student did not ask any questions	
Exhibited ambition and efficiency	**9–11 points** Student able to gauge customer service and move further with the sale	**5–8 points** Judge had to help, offer suggestions to accomplish the sale	**0–4 points** Low energy and judge had to pull information from student	
Diplomatic and courteous	**9–11 points** Displayed proper customer service, used polite terminology	**5–8 points** Sometimes displayed proper customer service skills	**0–4 points** Did not display proper customer service or polite terminology	
Knew merchandise, prices and policies	**9–11 points** Explain accurately what options were available while using correct terminology	**5–8 points** Was able to explain partial information/options to judge	**0–4 points** Did not give correct information about selling options	
Accuracy of information collected	**9–11 points** Order form filled out correctly with all required information	**5–8 points** Missing some information or some information listed incorrectly on order form	**0–4 points** Order form not filled out or filled out incorrectly	
Closed sale properly	**7–9 points** Student tried to increase the sale, displayed proper customer service, offered a thank you	**4–6 points** Did not increase sales or did not say thank you	**0–3 points** Did neither up sale or offer thank you	
			TOTAL SCORE (75 points possible)	

Judge's Name | Judge's Signature | Date

Potting of Young Plants Practicum Rubric

100 POINTS

Name Member Number

Chapter State Team Number

	Excellent	Good	Needs Improvement	Member Score
Potting Process				
Selection of plugs or liners	5–6 points	3–4 points	0–2 points	
Proper planting depth	6–8 points	3–6 points	0–2 points	
Labeling of plant/pot	5–6 points	3–4 points	0–2 points	
Correct growing medium level in pot	5–6 points	3–4 points	0–2 points	
Plug or liner arrangement and angle	5–6 points	3–4 points	0–2 points	
Firmness of growing medium	5–6 points	3–4 points	0–2 points	
General appearance (free from handling damage)	5-6 points	3-4 points	0-2 points	
Response to questions	5–6 points	3–4 points	0–2 points	
			TOTAL (100 points possible)	

Judge's Name Judge's Signature Date

Making a Mixed Combination Planter Rubric

75 POINTS

Name Member Number

Chapter State Team Number

	Excellent	Good	Needs Improvement	Member Score
Selection of products	6–8 points	3–5 points	0–2 points	
Preparation of plant materials	6–7 points	3–5 points	0–2 points	
Labeling of combo	7–10 points	4–6 points	0–3 points	
Balance	9–12 points	5–8 points	0–4 points	
Design	11–15 points	6–10 points	0–5 points	
Attractiveness	10–13 points	5–9 points	0–4 points	
Pricing	7–10 points	4–6 points	0–3 points	
			TOTAL SCORE (75 POINTS POSSIBLE)	

Judge's Name Judge's Signature Date

Mixed Combination Planter Itemized List of Costs

Name | Member Number

Chapter | State | Team Number

Quantity	Plant Material	Unit Cost	Total
		TOTAL FLOWER/FOLIAGE MATERIAL COST	

Quantity	Material Used	Unit Cost	Total
		TOTAL HARD GOODS COST	

Total Plant Material Cost	
Total Hard Goods Cost	
Container Cost	
Sub Total	
TOTAL MIXED PLANTER COST	

Date

Making and Packing a Corsage Rubric

75 POINTS

Name Member Number

Chapter State Team Number

	Excellent	Good	Needs Improvement	Member Score
Wiring, taping and/or gluing	11–15 points	6–10 points	0–5 points	
Use of ribbon	7–10 points	4–6 points	0–3 points	
Design	11–15 points	6–10 points	0–3 points	
Wearability	7–10 points	4–6 points	0–3 points	
Packaging	4–5 points	2–3 points	0–1 points-	
Pricing (accuracy of pricing identification)	7–10 points	5–8 points	0–4 points	
Pricing	7–10 points	4–6 points	0–3 points	
TOTAL SCORE (75 points possible)				

Judge's Name Judge's Signature Date

Corsage Itemized List of Costs

Name Member Number

Chapter State Team Number

Quantity	Flower/Foliage Used	Unit Cost	Total
		TOTAL FLOWER/FOLIAGE MATERIAL COST	

Quantity	Material Used	Unit Cost	Total
		TOTAL HARD GOODS COST	

Total Flower/Foliage Material Cost	
Total Hard Goods Cost	
TOTAL CORSAGE COST	

Date

Asexual Plant Propagation Rubric

75 POINTS

Name Member Number

Chapter State Team Number

	Excellent	Good	Needs Improvement	Member Score
Proper sanitation and equipment use	7-8 points	3-6 points	0–2 points	
Selection of cuttings	7-8 points	3-6 points	0–2 points	
Making cuttings	8-9 points	3–6 points	0–2 points	
Preparation of cuttings for sticking in growing media	7-8 points	3–6 points	0–2 points	
Use of rooting hormone	7-8 points	3-6 points	0–2 points	
Selection of growing media	7-8points	3-6 points	0–2 points	
Sticking of cuttings in growing media	8-9 points	3–6 points	0–2 points	
Cuttings labeled correctly	7-8 points	3-6 points	0–2 points	
Response to questions	7-9 points	3-6 points	0–2 points	
			TOTAL SCORE (75 points possible)	

Judge's Name Judge's Signature Date

Disorder Practicum Scorecard

Name | Member Number

Chapter | State | Team Number

		Member Answer	Possible Points	Member Score
1.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
2.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
3.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
4.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
5.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
6.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
7.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
8.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	

		Member Answer	Possible Points	Member Score
9.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
10.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
11.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
12.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
13.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
14.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
15.	Classification #:		1	
	Identification #:		2	
	Chemical Control #:		1	
	Cultural/Biological Control #:		1	
	TOTAL POINTS		75	

CLASSIFICATION:

1 Diseases
2 Insects/Pests /Mites
3 Nutritional/Environmental

IDENTIFICATION

1 Aphids
2 Black Leaf Spot
3 Botrytis – Grey Mold
4 Cold Temperature (freeze)
5 Cold Water Damage
6 Damping-off
7 Downy Mildew
8 Ethylene Damage
9 Fungus Gnats
10 Insufficient Watering
11 Iron Deficiency
12 Leaf Miner
13 Leafhopper
14 Mealybugs
15 Nitrogen Deficiency
16 Phosphorus Deficiency
17 Powdery Mildew
18 Root Rot
19 Rust
20 Scale
21 Shore Flies
22 Snails/ Slugs
23 Spider Mites
24 Stem Rot
25 Thrips
26 Tospovirus (INSV and TSWV)
27 Whiteflies

CHEMICAL CONTROL

1 Fungicide
2 Insecticide
3 Miticide
4 Mulluscicide
5 No Treatment Listed

CULTURAL CONTROL

1 Apply Complete Fertilizer
2 Correct/Adjust Temperature
3 Correct/Adjust Watering
4 Ladybird Beetles
5 Nematodes
6 Parasitic Wasps
7 Predatory Mites
8 Reduce Relative Humidity
9 No Treatment Listed

Pinching Plants Rubric

50 POINTS

Name Member Number

Chapter State Team Number

	Excellent	Good	Needs Improvement	Member Score
Selection of plant part to pinch	10-15 points	5-9 points	0-4 points	
Use of proper procedures in making pinches	10-15 points	5-9 points	0–4 points	
Made proper pinches	10-15 points	5-9 points	0–4 points	
Overall effect of making pinches	10-15 points	5-9 points	0–4 points	
Answered questions correctly	10-15 points	5-9 points	0–4 points	
TOTAL SCORE (50 possible points)				

Judge's Name Judge's Signature Date

Hazardous Situation Rubric

75 POINTS

Name Member Number

Chapter State Team Number

	Excellent	Good	Needs Improvement		Member Score
Utilize proper personal safety precautions	4–5 points	2–3 points	0–1 point	X 4	
Utilize proper safety procedures in clearing up the situation	4–5 points	2–3 points	0–1 point	X 5	
Proper disposal of problem materials	4–5 points	2–3 points	0–1 point	X 4	
Utilize proper follow-up procedures	8–10 points	4–7 points	0–3 point		
TOTAL SCORE (75 possible points)					

Judge's Name Judge's Signature Date

Media Selling Practicum Rubric

75 POINTS

Name Member Number

Chapter State Team Number

	Excellent	Good	Needs Improvement	Member Score
Identified and appealed to target group	9–12 points	5–8 points	0–4 points	
Informed the consumer	7–9 points	4–6 points	0–3 points	
Creativity	7–9 points	4–6 points	0–3 points	
Easy to read or view	7–9 points	4–6 points	0–3 points	
Presented one idea	7–9 points	4–6 points	0–3 points	
Contained essential information	7–9 points	4–6 points	0–3 points	
Grammar, spelling, accuracy	7–9 points	4–6 points	0–3 points	
Proper use of space and format	7–9 points	4–6 points	0–3 points	
			TOTAL SCORE (75 possible points)	

Judge's Name Judge's Signature Date

Team Activity Rubric

Name Member Number

Chapter State Team Number

Indicator	Very strong evidence of skill 5–4 points	Moderate evidence of skill 3–2 points	Weak evidence of skill 1–0 points	Points Earned	Weight	Total Score
Established team leadership role	One member seemed to assume leadership and others cooperated.	One member seemed to assume leadership.	No leadership role(s) were established.		X 5	
Member participation in planning activity	All members participated in discussion before work began.	Limited member discussion occurred before work began.	No member discussion occurred before work began.		X 10	
Developed a work-able plan	Duties were assigned, and all had equal parts.	Duties were assigned, and all had near equal parts.	Duties were not assigned, and participation varied.		X 10	
Membership responsibilities were outlined and assigned	Responsibilities were assigned with interaction between members.	Responsibilities were as- signed with little interaction.	Responsibilities were not verbally assigned.		X 5	
Material was organized prior to commencing activity	Material was organized and distributed.	Most material was organized.	Material was left as presented until needed.		X 5	
Member participation in carrying out activity functions	All members participated with leadership pro- vided.	All members participated.	One or more members had almost no participation.		X 10	
Followed proper procedures in carrying out activity	All activities resulted in completed product.	Most activities resulted in completed product.	Some activities resulted in completed product.		X 15	
Quality of activity product	Products exceed mini-mum industry standard.	Products meet minimum industry standards.	Products below industry standard.		X 20	
					TOTAL POINTS (400 possible points)	

Judge's Name Judge's Signature Date