

# FLORICULTURE

The Floriculture Career Development Event (CDE) requires students to identify plants, judge flower arrangements and solve problems. Participants also demonstrate skills in flower arranging, propagation and the preparation of floral and foliage products for sale.

This event is designed to create an interest in career preparation for all current and future aspects of the floriculture industry through leadership development and hands on technical skill development using industry standards that are delivered through the agricultural education curriculum. Teams are judged on their ability to perform an assignment similar to one routinely performed in the floriculture industry. Additionally, individual members are called up to contribute to the team's effort by completing events such as a general floriculture examination, an identification of plant materials and equipment, a problem-solving exercise, a practicum, a job interview and a floral arrangement.

This event builds skills that are important to careers in greenhouse and field production management, garden center and floral shop management and floral design management. Students who excel show a well-rounded knowledge of horticulture, the cultivation of flowering and ornamental plants and the floral industry.

## **RULES AND REGULATIONS**

1. The score of the 3 high individuals will be used to determine the team score.
2. The CDE will consist of five sections. The sections are:

Identification Floriculture Plant Material	250 Points per student
Floriculture Tools	50 Points per student
Floriculture Pest / Disorders.	50 Points per student
General Knowledge Test	250 Points per student
Practicum	350 Points per student
Problem Solving / Decision Making	100 Points per student
Team Activity	200 Points
3. All equipment, tools, supplies, and other materials will be furnished for the CDE, unless otherwise specified in these instructions or notified by CDE facilitator.
4. Students or attending schools must provide their own # 2 pencils, clip boards and non programmable calculator.
5. All reference to plants, tools and disorders will come from the "Oregon Floriculture Plant Identification List", the "Oregon Floriculture Tool List" and the "Oregon Floriculture Pest / Disorder List". See attached list in this section of the CDE Manual.
6. Contestants may not handle any CDE specimens or plant material.
7. Any question or problem questions will be adjusted prior to contestant placing. If an Advisor has the desire to verify the Questions, Tests and Keys this should be done prior to final tabulation of scores.
8. Any flowers used throughout the event for arranging or any other practicums or team activity, if not on the floral ID list, must be clearly identified.
9. Any practicum with multiple judges must have contestants pre-assigned to specific rooms and students must follow assignments. (example: multiple phone judges – A's to one room, B's to one room, etc).

## **SECTION I – IDENTIFICATION (350 points per student)**

1. **Plant Identification.** 50 minutes 50 Plants @ 5 points = 250 Points.  
Fifty specimens from the "Oregon Floriculture Plant Identification List" will be displayed for contestants to identify by technical and common names. Each specimen will be designated by a number and be alive and growing or removed from growing tissue the day of the CDE. Specimens may also be dried material.

When contestants have identified the plant specimen, the respective number from the plant list is to be

marked on the score card. Each contestant will be provided with a copy of the plant list at the CDE. Five points will be awarded for each specimen correctly identified.

No plant may be touched or handled in any way.

**2. Tool Identification** 10 Minutes 10 Tools @ 5 points = 50 Points.

Ten common floriculture Tools selected from the "Oregon Floriculture Tool Identification List".

When contestants have identified each tool, the respective number from the tool list is to be marked on the score card. Each contestant will be provided with a copy of the tool list at the CDE. Five points will be awarded for each tool correctly identified.

No tools may be touched or handled in any way.

**3. Pest / Disorders Identification** 10 Minutes 10 Specimen @ 5 Points = 50 Pts.

Ten Pest and Disorders common in nursery and landscape selected from the "Oregon Floriculture Pest and Disorders Identification List".

When contestants have identified each Pest and or Disorder, the respective number from the Pest and Disorders list is to be marked on the score card. Each contestant will be provided with a copy of the Pest and Disorder list at the CDE. Five points will be awarded for each specimens correctly identified.

No specimen may be touched or handled in any way.

**SECTION II - GENERAL KNOWLEDGE Test**

**45 Minutes**

**50 Questions @ 5 points = 250 Points.**

Fifty objective multiple-choice questions will be prepared on topics reflecting subject areas in the CDE objectives. This CDE phase will evaluate the contestant's knowledge and understanding of basic floricultural principles in producing floral plants and flowers, marketing, floral design, using and maintaining interior plants. Contestants are allowed 45 minutes to complete this phase. Each answer has a value of five points. All test questions will come from the last three years of national test.

**SECTION III - PRACTICUM 15 minutes per 3 Practicum's @ 50 points at 150 points**

**Floral Arranging and Customer Relations at 100 points**

Each participant will complete **five total practicums**. Two practicums will always be Flower Arrangement and Customer Relations Scenario. The other **three** Practicum's will be selected from the rotational Practicum's listed on the years posted below. Students are **expected** to do each event in 15 minutes. Though not all practicums will take 15 minutes. See the attached score cards for the practicums.

Yearly Practicum's

Flower Arrangement (Year figured by date of event)

Even Years: Corsage Construction.

Odd years: Center Piece Arrangement (small to medium in size)

Customer Relations

Could be any of the following scenario: Customer Complaint, Customer Sales (face to face), Phone Order and Telephone Usage

## Rotational Practicum's

### **2018-2019**

Asexual Propagation of Plants  
Media Selling  
Potting Plant Cuttings  
Product Display

### **2019-2020**

Handling a Hazardous Situation  
Make a Dish Garden  
Media Selling  
Pinching Plants

### **2020-2021**

Asexual Propagation of Plants  
Media Selling  
Potting Plant Cuttings  
Product Display

### **2022-2023**

Handling a Hazardous Situation  
Make a Dish Garden  
Media Selling  
Pinching Plants

**SECTION IV – PROBLEM SOLVING / DECISION MAKING (100 points) 30 Minutes**  
**10 Question = 100 Points**

Problem solving activity of 10 questions. These questions will reflect the various aspects of the floriculture industry. Each student will gather information (references will be provided) and determine a logical solution to the problem that would be specific to a particular area of floriculture production and retailing. **No more than three questions of the ten can be from one specific area. Example cut flower care.** Problem solving possible scenario could be but not limited to the following:

- Equipment maintenance.
- Detecting and troubleshooting problems.
- Producing a greenhouse crop.
- Care and handling of cut flowers.
- Pesticide / fertilizer questions.
- Items off the pest / disorder list.
- Floral industry math problems.

Each question will describe the situation associated with or creating a problem and list four possible solutions to the question. All materials and information necessary to solve the question will be available to the participant as he or she solves it.

Each participant will be allowed 30 minutes to complete this phase of the event. (Though all the time may not be needed.)

**SECTION V - TEAM ACTIVITY 30 Minutes 200 Team Points**

This involves all members of the team working together toward accomplishing a team assignment. It is designed to evaluate individual and group contribution in coordination and cooperation of knowledge, evaluation and decision making.

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 floricultural/horticulture product.
- Filling order for customers.
- Preparing floral decorations for a convention.
- Designing on location (Wedding, Funeral, Party, Etc)

Team members will have up to 30 Minutes to complete the team activity - 20 minutes for planning and preparation and 10 minutes for their presentation.

Refer to the Team Activity Score Card.

**OREGON FLORICULTURE TOOL IDENTIFICATION LIST**

## ANSWERS

1. Anvil Hand Pruner
2. Capillary Water Tube
3. Compressor Air Sprayer
4. Corsage Tape
5. Florist Knife
6. Florist Shears
7. Siphon emitter
8. Line Strainer
9. Mist Head
10. Respirator
11. Shovel
12. Soil Sampling Tool
13. Solenoid Valve
14. Spading Fork
15. Time Clock
16. Water Breaker
17. Waterproof Tape
18. Wire Cutter
19. Bud Vase
20. Rose Dethorner

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**OREGON FLORICULTURE PEST/DISORDER LIST**Nutritional & Environmental Disorder, Insects and Pests

1. Poor soil drainage
2. Snails
3. Insufficient water damage
4. Whiteflies
5. Too much light
6. Leaf Miner
7. Improper temperature
8. Mealybugs
9. Phosphorous deficiency
10. Spittlebug
11. Overwatering damage
12. Slugs
13. Inadequate lighting
14. Aphids
15. Iron deficiency
16. Spider Mites
17. Nitrogen deficiency
18. Leafhopper
19. Salt damage
20. Scale

## ANSWERS

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Diseases

21. Powdery mildew
22. Damping off
23. Root rot
24. Verticillium wilt
25. Rust damping off
26. Mosaic
27. Anthracnose
28. Leaf spot
29. Stem rot
30. Fusarium wilt
31. Rhizoctonia
32. Bacteria wilt

## OREGON FLORICULTURE PLANT IDENTIFICATION LIST

1. *Aechmea chantinii* **Bromeliad**
2. *Ageratum mexicanum* **Ageratum**
3. *Aglaonema commutatum* **Chinese Evergreen**
4. *Alstroemeria aurantica* **Peruvian Lily**
5. *Antirrhinum majus* **Snapdragon**
6. *Anthurium andraeanum* **Anthurium**
7. *Araucaria heterophylla* **Norfolk Island Pine**
8. *Asparagus densiflorus* **Sprengeri Fern**
9. *Asparagus setaceus* **Plumosa Fern**
10. *Begonia tuberhybrida* **Tuberous Begonia**
11. *Caladium hortulanum* **Fancy Leaf Caladium**
12. *Calceolaria crenatiflora* **Pocketbook Plant**
13. *Callistephus chinensis* **China Aster**
14. *Camellia japonica* **Common Camellia**
15. *Celosia cristata* **Cockscomb**
16. *Chamaedorea elegans* **Parlor Palm**
17. *Chamaelaucium uncinatum* **Wax Flower**
18. *Chlorophytum comosum* **Spider Plant**
19. *Chrysanthemum morifolium*  
**Chrysanthemum**
20. *Chrysanthemum superbum* **Shasta Daisy**
21. *Codiaeum variegatum* **Croton**
22. *Coleus hybridus* **Coleus**
23. *Crassula argentea* **Jade Plant**
24. *Cyclamen persicum* **Florist's Cyclamen**
25. *Cymbidium* **Cymbidium Orchid**
26. *Dianthus caryophyllus* **Carnation**
27. *Dieffenbachia maculata* **Spotted Dumbcane**
28. *Dracaena fragrans* **Corn Plant**
29. *Dracaena marginata* **Red-edged Dracaena**
30. *Echeveria* **Hen & Chickens**
31. *Echinocactus* **Barrel Cactus**
32. *Epipremnum aureum* **Golden Pothos**
33. *Eucalyptus polyanthemos* **Silver Dollar Gum**
34. *Euphorbia pulcherrima* **Poinsettia**
35. *Ficus benjamina* **Benjamin Fig**
36. *Ficus elastica* **Rubber Plant**
37. *Freesia x hybrid* **Freesia**
38. *Gardenia jasminoides* **Gardenia**
39. *Gladiolus hortulanus* **Gladiolus**
40. *Gerbera jamesonii* **Gerbera Daisy**
41. *Gypsophila elegans* **Baby's Breath**
42. *Heptapleurum arboricola* **Dwarf Schefflera**
43. *Hippeastrum hybrid* **Amaryllis**
44. *Hosta undulata* **Plantain lily, Hosta**
45. *Hoya carnosa* **Wax Plant**
46. *Hyacinthus orientalis* **Hyacinth**
47. *Hydrangea macrophylla* **Florist's Hydrangea**
48. *Impatiens hybrid* **Impatiens**
49. *Iris xiphium* **Dutch Iris**
50. *Kalanchoe blossfeldiana* **Kalanchoe**
51. *Liatris spicata* **Liatris**
52. *Lilium longiflorum* **Trumpet Lily**
53. *Limonium sinuatum* **Statice**
54. *Lobularia maritime* **Sweet Alyssum**
55. *Maranta leuconeura* **Prayer Plant**
56. *Matthiola incana* **Flowering Stock**
57. *Narcissus psuedo-narcissus* **Daffodil**
58. *Nephrolepis exaltata* **Boston Fern**
59. *Opuntia* **Opuntia Cactus**
60. *Paeonia* **Peony**
61. *Paphiopedelium* **Lady's Slipper Orchid**
62. *Pelargonium domesticum* **Martha Wash. Geranium**
63. *Pelargonium hortorum* **Zonal Geranium**
64. *Pelargonium peltatum* **Ivy Geranium**
65. *Peperomia argyreia* **Watermelon Peperomia**
66. *Peperomia caperata* **Emerald Ripple Peperomia**
67. *Peperomia obtusifolia* **Variegated Peperomia**
68. *Petunia hybrida* **Common Petunia**
69. *Philodendron scandens* **Heartleaf Philodendron**
70. *Pilea cadierei* **Aluminum Plant**
71. *Pilea nummularifolia* **Creeping Charlie**
72. *Plectranthus australis* **Swedish Ivy**
73. *Rhododendron* **Florist's Azalea**
74. *Rosa hybrid* **Hybrid Tea Rose**
75. *Rumorha adiantiformis* **Leatherleaf Fern**
76. *Saintpaulia ionantha* **African Violet**
77. *Salvia splendens* **Salvia**
78. *Sansevieria trifasciata* **Snake Plant**
79. *Schlumbergera bridgesii* **Christmas Cactus**
80. *Senecio hybridus* **Cineraria**
81. *Sinningia speciosa* **Gloxinia**
82. *Spathiphyllum clevelandii* **Peace Lily**
83. *Stephanotis floribunda* **Stephanotis**
84. *Strelitzia reginae* **Bird of Paradise**
85. *Tagetes species* **Marigold**
86. *Tolmiea menziesii* **Piggy-back Plant**
87. *Tulipa* **Tulip**
88. *Viola wittrockiana* **Pansy**
89. *Zebrina pendula* **Wandering Jew**
90. *Zinnia elegans* **Zinnia**

<b>OREGON FLORICULTURE</b>				
<b>Section #</b>	<b>Activity</b>	<b>Individual Points</b>	<b>Top Three Scores</b>	<b>Team Points</b>
Section I	Identification A – Plants B – Tools C - Pest and Disorders	250 50 50	X 3 = 750 X 3 = 150 X 3 = 150	750 150 150
Section II	General Knowledge Test	250	X 3 = 750	750
SECTION II	Practicum 5 for each student	350	X 3 = 1050	1050
SECTION II	Problem Solving Decision Making.	100	X 3 = 300	300
SECTION II	Team Activity			200

Reference material: See National FFA CDE Manual for current listing.



Contestant Name \_\_\_\_\_  
Chapter \_\_\_\_\_

**CORSAGE ITEMIZED BILL**

Plant Materials	Quantity Used	Unit Cost	Total
<b>Flowers</b>	_____	_____	_____
<b>Greens</b>	_____	_____	_____
Other Materials	Quantity Used	Unit Cost	Total
Tape	_____	_____	_____
Wire	_____	_____	_____
Ribbon	_____	_____	_____
Corsage Pins	_____	_____	_____
Corsage Bag	_____	_____	_____
Box	_____	_____	_____
Card and Envelope	_____	_____	_____
		Total Material Cost	_____
<b>TOTAL CORSAGE COST</b>			_____

**\*\*Turn in this sheet with your completed flower arrangement\*\***

**CORASGE PRACTICUM SCORECARD**

<b>Arrangement Score</b>	<b>Possible Points</b>	<b>Member's Points</b>
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Design	34	
Balance	16	
Functionality	6	
Judge's Choice	8	
<b>Itemized Bill Score</b>		
Price Range	12	
Accuracy	12	
Completeness	6	
Neatness	6	

<b>TOTAL POINTS</b>	100	Total Score
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## EXPLANATION OF CORSAGE SCORECARD 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, grey, 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 or 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.

### CALCULATING THE BILL

Contestant will be provided the RETAIL price of the flowers and foliage that they will use in their corsages by the CDE assistant at the beginning of the practicum. The MARKUP will be built into the retail price of the flowers and foliage used in the corsages. When the contestant has determined the total corsage cost, he or she has included the markup. Retail cost of flowers and foliage given to the contestant will be determined after polling florists to determine their current retail prices on the flowers and foliage used in the CDE.

Member Name \_\_\_\_\_  
 Chapter \_\_\_\_\_

**FLORAL ARRANGEMENT ITEMIZED BILL**

Flowers	Quantity Used	Unit Cost	Total
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
		Total Flower Cost	_____
Foliage	Quantity Used	Unit Cost	Total
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
		Total Foliage Cost	_____
		Total Flower Cost	_____
		Total Foliage Cost	_____
		Hydrofoam	_____
		Container Cost	_____
		<b>Total Arrangement Cost</b>	_____

**\*\*Turn in this sheet with your completed flower arrangement\*\***

**FLORAL ARRANGEMENT PRACTICUM SCORECARD**

Arrangement Score	Possible Points	Member's Points
Design	34	
Balance	16	
Functionality	6	
Judge's Choice	8	
<b>Itemized Bill Score</b>		
Price Range	12	
Accuracy	12	
Completeness	6	
Neatness	6	
<b>TOTAL POINTS</b>	100	Total Score

## EXPLANATION OF FLORAL ARRANGEMENT SCORECARD TERMS

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### CALCULATING THE BILL

Contestant will be provided the RETAIL price of the flowers and foliage that they will use in their arrangements by the CDE assistant at the beginning of the practicum. The MARKUP will be built into the retail price of the flowers and foliage used in the arrangement. When the contestant has determined the total arrangement cost, he or she has included the markup. Retail cost of flowers and foliage given to the contestant will be determined after polling florists to determine their current retail prices on the flowers and foliage used in the CDE.

# OREGON FFA PLANT IDENTIFICATION ANSWER SHEET

MEMBER NAME:

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SCHOOL/CHAPTER:

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Clearly print the number listed next to the plant name you wish to select.

# Right \_\_\_\_\_ =Score\_\_\_\_\_

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67. *Peperomia obtusifolia* **Variegated Peperomia**
68. *Petunia hybrida* **Common Petunia**
69. *Philodendron scandens* **Heartleaf Philodendron**
70. *Pilea cadieri* **Aluminum Plant**
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87. *Tulipa* **Tulip**
88. *Viola wittrockiana* **Pansy**
89. *Zebrina pendula* **Wandering Jew**
90. *Zinnia elegans* **Zinnia**

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Selling Face-to-Face Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Took Initiative	0-6	7-12	13-16	
Communicated effectively	0-6	7-12	13-16	
Exhibited ambition and efficiency	0-8	9-15	16-20	
Diplomatic and courteous	0-10	11-19	20-24	
Knew merchandise, prices and policies	0-4	5-9	10-12	
Closed sale properly	0-4	5-9	10-12	
Total Possible: 100				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Pinching Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Selection of plant parts to pinch	0-1	2-3	4-5	
Use of proper procedures in making pinches	0-5	6-10	11-15	
Made proper hard pinches	0-4	5-7	8-10	
Made proper soft pinches	0-4	5-7	8-10	
Overall effect of making pinches	0-4	5-7	8-10	
Total Possible: 50				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Computer Use Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Familiarity with computer commands	0-1	2-3	4-5	
Understanding of computer programs	0-4	5-7	8-10	
Generated solution to situation	0-4	5-7	8-10	
Followed directions	0-4	5-7	8-10	
Accuracy	0-5	6-10	11-15	
Total Possible: 50				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Pesticide and Fertilizer Applications Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Read Direction	0-1	2-3	4-5	
Correct Safety Procedures	0-4	5-7	8-10	
Correct Application	0-4	5-7	8-10	
Followed directions	0-1	2-3	4-5	
Knowledge of task	0-4	5-7	8-10	
Correct Mixing	0-4	5-7	8-10	
Total Possible: 50				



Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Hazardous Situations Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Used proper personal safety precautions	0-5	6-10	11-15	
Used proper safety procedures in clearing up the situation	0-5	6-10	11-15	
Properly disposed of problem materials	0-4	5-7	8-10	
Employed proper follow-up procedures	0-4	5-7	8-10	
<b>Total Possible: 50</b>				

Contestant Name _____		
Chapter _____		
<b>TEAM ACTIVITY SCORECARD</b>		
	Possible Points	Contestant Points
Established team leadership role	15	_____
Member participation in planning of activity	35	_____
Developed a workable plan	40	_____
Member responsibilities were outlined and assigned	15	_____
<b>TOTAL PREP POINTS</b>	<b>105</b>	_____
Materials were organized prior to commencing activity	15	_____
Member participation in carrying out activity functions	30	_____
Followed proper procedures in carrying out activity	30	_____
Quality of activity product	20	_____
<b>TOTAL PRESENTATION POINTS</b>	<b>95</b>	_____
<b>TOTAL POINTS</b>	<b>200</b>	_____

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Asexual Plant Propagation Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Selection of cuttings	0-3	4-6	7-8	
Making cuttings	0-3	4-6	7-9	
Preparation of cuttings for sticking in growing media	0-2	3-5	6-7	
Use of rooting hormone	0-1	2	3	
Selection of growing media	0-3	4-6	7-8	
Sticking of cuttings in growing media	0-2	3-5	6-7	
Response of questions	0-3	4-6	7-8	
Total Possible: 50				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Make a Product Display Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Creates Interest	0-2	3-4	5-6	
Attractiveness	0-3	4-6	7-8	
Central Theme	0-2	3-4	5-6	
Sales Appeal	0-4	5-7	8-10	
Design	0-4	5-7	8-10	
Color Harmony	0-1	2-3	4-5	
Focal Point	0-1	2-3	4-5	
Total Possible: 50				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Media Selling Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Identified target group	0-4	5-9	10-12	
Informed the reader	0-4	5-11	12-14	
Appeared in good taste	0-4	5-11	12-14	
Easy to read	0-4	5-11	12-14	
Presented one idea	0-8	9-15	16-20	
Included only the essentials	0-4	5-11	12-14	
Proper use of space	0-4	5-9	10-12	
Total Possible: 100				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Customer Complaint Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Obtained clear understanding of complaint	0-6	7-13	14-16	
Reformed complaint in less negative terms	0-2	3-7	8-10	
Changed complaint into question	0-2	3-7	8-10	
Explored alternative solutions	0-10	11-21	22-30	
Solved problem	0-6	7-13	14-18	
Exhibited a pleasing personality	0-6	7-13	14-16	
Total Possible: 100				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Plant Potting Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
<b>Potting Process</b>				
Selection of Cuttings	0-2	3-4	5-6	
Filling Pot with Soil	0	1	2	
Placing of Cuttings	0-1	2	3	
Covering Cutting Rooted Ends	0-4	5-7	8-10	
Labeling of Pot	0-2	3-4	5-6	
Watering of Potted Cutting	0-1	2	3	
<b>Potting Product</b>				
Depth of Planting	0-1	2-3	4	
Correct Soil Level in Pot	0-1	2-3	4	
Cutting Arrangement and Angle	0-1	2-3	4	
Firmness of Soil	0-1	2-3	4	
General Appearance (freedom from handling damage)	0-1	2-3	4	
Total Possible: 50				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Telephone Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
<b>Telephone Usage</b>				
Introduction	0-3	4-7	8-10	
Voice	0-3	4-7	8-10	
Personality	0-3	4-7	8-10	
Information Gathered	0-3	4-7	8-10	
Evidence of Product Knowledge	0-3	4-7	8-10	
Closing of Order	0-3	4-7	8-10	
<b>Written Order</b>				
Delivery Instructions	0-2	3-5	6	
Description of Floral Items	0-2	3-7	8	
Billing Information	0-2	3-7	8	
Card Message	0-2	3-5	6	
Neatness and Completeness	0-2	3-5	6	
Correct Computation	0-2	3-5	6	
Total Possible: 100				

Member and Chapter Name \_\_\_\_\_ Member Number \_\_\_\_\_

Making a Dish Garden Practicum Scorecard

	Needs Improvement	Good	Excellent	Member Score
Selection & Preparation of Plant Materials	0-4	5-7	8-10	
Use of Growing Media	0-4	5-7	8-10	
Design	0-5	6-10	11-15	
Attractiveness	0-4	5-7	8-10	
Use of other Materials	0-1	2-3	4-5	
Total Possible: 50				