

Floriculture Questions

1. _____ Styles are characterized by linear forms and open space
 - a. **Japanese**
 - b. Victorian
 - c. Flemish
 - d. Baroque
2. Little is known about floral designs of this period.
 - a. Egyptian
 - b. Greek
 - c. Roman
 - d. **Middle Ages**
3. Designs of this period were masses of flowers with no focal point and poor proportion.
 - a. French
 - b. **Victorian**
 - c. American
 - d. Chinese
4. These styles were used to decorate Buddhist temples
 - a. Japanese
 - b. Egyptian
 - c. Romans
 - d. **Chinese**
5. Plant material is classified into four groups based on form and shape, these are Line, Mass, Form, and:
 - a. Foliage
 - b. **Filler**
 - c. Tropical
 - d. Form
6. _____ is the area of a design that attracts the eye
 - a. Accessory
 - b. Cardette
 - c. **Focal Point**
 - d. Accent
7. _____ is a pricing method that is used when a collection of goods are sold at a single price.
 - a. **nesting**
 - b. Ration
 - c. Markup
8. _____ is a method of repeating similar elements thru a design.
 - a. unity
 - b. harmony
 - c. rhythm
 - d. **repetition**
9. Arrangements consisting of many flowers in geometric forms.
 - a. Line
 - b. Symmetrical
 - c. **Mass**
 - d. Fan
10. When ordering wholesale flowers, one should consider:

- a. Availability
 - b. Keeping quality
 - c. price
 - d. **All of the above**
11. The distribution of visual weight on either side of a vertical axis is known as:
- a. harmony
 - b. **balance**
 - c. unity
 - d. focal point
12. A crescent design is an example of _____ balance.
- a. symmetrical
 - b. non symmetrical
 - c. **asymmetrical**
 - d. semicircular
13. The focal point of a design is usually:
- a. at the outside edge
 - b. at the top
 - c. high in the middle portion
 - d. **in the lower center**
14. A small arrangement on a large buffet table would not be proper in:
- a. **proportion**
 - b. scale
 - c. balance
 - d. rhythm
15. Two ancient styles of arranging flowers are:
- a. Oriental and American
 - b. **Oriental and Asian**
 - c. British and French
 - d. Asian and European
16. A carnation is an example of a flower having a _____ texture.
- a. fine
 - b. medium
 - c. shiny
 - d. **coarse**
17. Form flowers
- a. have unusual and distinctive shapes
 - b. should never be bunched together
 - c. add emphasis to an arrangement
 - d. **all**
18. The proper temperature to store roses and carnations is _____ degrees F
- a. **45-50**
 - b. 36-40
 - c. 30-35
 - d. 55-60
19. Foliages below the water line should be removed to:
- a. Prevent the leaves from decaying which makes the water go bad faster
 - b. Prevent photosynthesis from taking place
 - c. Prevent the leaves from using stored food in the stem.
 - d. **all**

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20. Preservatives

- a. acidify the water
- b. reduce the growth of bacteria
- c. serve as a source of food
- d. all**

21. Select which of the following is not true for the following statement: the size of a container selected for a design is determined by:

- a. the size of the flowers to be used
- b. the place where the arrangement is to be placed
- c. the temperature outside**
- d. the shape of the design.

22. The most commonly used material for holding flowers is:

- a. pinpoint holders
- b. water
- c. chicken wire
- d. oasis**

23. Florist wires are used to:

- a. support weakened stem flowers
- b. prevent flower heads from breaking off
- c. hold flowers and foliages into a desired position
- d. all**

24. Balance

- a. is not an important factor when arranging
- b. has to do with physical and visual stability**
- c. can only be symmetrical
- d. all

25. An accent is:

- a. a distinctive texture
- b. an odd item
- c. uniquely colored flower
- d. all**

26. The pierce method for wiring flowers is used on:

- a. foliage
- b. carnations**
- c. lilies
- d. all

27. To extend the life of a cut flower one should:

- a. put arrangement in direct sunlight
- b. choose decent material**
- c. use organic material for support
- d. all

28. Wetting agents improve:

- a. a flowers ability to take-up water**
- b. the look of the foliage
- c. oasis' ability to take up water
- d. all

29. The process of finding new customers is termed:

- a. Recruiting
- b. Prospecting**

- c. Telephone contacts
 - d. Aggressive selling
30. In taking telephone messages, your message should include:
- a. Name of person who is being called
 - b. Date, time of call, and your name or initials
 - c. Action to be taken, such as call back
 - d. All of the above**
31. Cool calling is:
- a. When a salesperson calls a prospect without any prior knowledge of the prospect.
 - b. Calling on prospects that fit a certain criteria of type and size of business**
 - c. Prospects who have been suggested by current customers, fellow salespeople or prospects themselves
 - d. None of the above
32. How to handle an angry caller. You first:
- a. Tell them nicely to call back when they are not angry
 - b. Find out what the problem is**
 - c. Refer them to your manager who has all the answers
 - d. Hang up on them
33. In projecting a good telephone image you should:
- a. Speak in a professional, business like tone of voice
 - b. Be a good listener, concentrate on what you are told
 - c. Be tactful and polite when it is necessary to refuse a request
 - d. All of the above**
34. Which of the following is not a market situation in a market analysis?
- a. Product descriptions
 - b. Existing competition
 - c. Information about supply and demand
 - d. None of the above**
35. The objective of the market analysis is to:
- a. Make a sales presentation
 - b. Create a new product
 - c. Develop a marketing plan**
 - d. Sell to the market
36. A potential customer profile is best described as:
- a. Knowing the strengths and weaknesses of your competition
 - b. Strengths and weaknesses of your product or service
 - c. Characteristics of potential buyers**
 - d. all of the above
37. An "Action Plan" includes the following four areas:
- a. Analysis, research, target market, and marketing strategy
 - b. Income, evaluation, process and product
 - c. Product, price, place, and promotion**
 - d. None of the above
38. Research in developing market plans is:
- a. Preparing the business proposition
 - b. Planning assumptions
 - c. Preparing marketing strategies
 - d. Careful and diligent study to gain knowledge about a market**

39. If your resolution to a customer complaint doesn't work then:
- a. **Present an alternative solution**
 - b. Inform the customer there is no other solution
 - c. Both A and C
 - d. None of the above
40. Which of the following would not be considered one of the five buying questions a display should answer?
- a. What is the product?
 - b. How much does it cost?
 - c. **Where can I buy it?**
 - d. Is it worth it?
41. A display should not:
- a. **Sell on price**
 - b. Sell on value
 - c. Attract too much attention
 - d. Show how a product is used
42. Which of the following is not one of the six major display arrangements?
- a. Wedge arrangements
 - b. Repetition arrangements
 - c. **Round arrangements**
 - d. Radiation arrangement
43. Before setting up a display:
- a. **A drawing or sketch should be made**
 - b. The price of the product should be reduced
 - c. Customers should be trained to use it
 - d. Free product should be given to customer
44. Which one of the following is not a main step in developing a display plan?
- a. Determine a product or service to be featured
 - b. Establish a theme
 - c. **Determine who will assemble it**
 - d. Select the display arrangement
45. The most important factor of your continued success in the sales field will depend on?
- a. The state of the economy
 - b. The weather in the area
 - c. **The selling skills you develop**
 - d. The product you are selling
46. The most appropriate listening skills include:
- a. Constant eye contact
 - b. **Careful focus on what the customer is telling you**
 - c. Facial expressions while the customer is talking
 - d. Strategizing your plans for a close
47. Asking questions is important:
- a. **To figure out the customers needs and wants**
 - b. If the customer is a first time buyer
 - c. Only if not perceived by the customer as being too nosey
 - d. Not necessary unless you already know the customers situation
48. Involving the customer in demonstrations:
- a. Disrupts the customers concentration and should be avoided
 - b. **Helps keep the customers attention and appeals to their senses**

- c. Normally indicates lack of sales ability
 - d. Is used when the close does not work
49. Which of the following is the first thing an advertisement should accomplish?
- a. Show product benefits to the customer
 - b. Get the customer's attention**
 - c. Create a desire to buy
 - d. Supply the product information
50. The part of a classic advertisement that supplies the customer with facts and information about a product is the:
- a. Headline
 - b. Subhead
 - c. Body copy**
 - d. Illustration
51. Prices should always be indicated in an advertisement:
- a. True
 - b. False**
52. A P.O.P. sign is also known as a...
- a. Place of purchase sign
 - b. Point of purchase sign**
 - c. Price of product sign
 - d. Point of product sign
53. A logo is a name, symbol, or trademark designed to...
- a. Indicate product price
 - b. Provide easy recognition of a product**
 - c. Inform a customer about product features
 - d. All of the above
54. The acceleration of flowering by manipulation of environmental conditions is known as:
- a. Pulsing
 - b. Forcing**
 - c. Leaching
 - d. Senescence
55. Which of the following is not a function of a good growing medium?
- a. Provide for storage of water
 - b. Provide for evaporation from plant**
 - c. Provide storage capacity for nutrients
 - d. Provide anchorage and support for plant
56. The most important environmental factor in orchid culture is:
- a. Fertilization
 - b. Temperature
 - c. Light
 - d. Watering and water quality**
57. The genus and species name for the carnation is:
- a. Hyacinths orientalis
 - b. Dianthus caryophyllus**
 - c. Anemone coronaria
 - d. Euphorbia pulcherrima
58. The most important pest of the greenhouse is:
- a. Thrips
 - b. The two-spotted spider mite**

- c. The greenhouse whitefly
 - d. Mealybugs
59. Fungus gnat damage to potted plants is caused by the:
- a. Control method
 - b. Adult stage
 - c. Larval stage**
 - d. Pupal stage
60. Mass marketing is the sale of floral products:
- a. In supermarkets
 - b. In high-traffic locations
 - c. In large discount stores
 - d. All of the above**
61. Costs associated with making an arrangement, decorating a blooming plant, or creating wedding flowers are called:
- a. Direct costs**
 - b. Indirect costs
 - c. Fixed costs
 - d. Overhead
62. A grouping of closely spaced flowers, net, and accessories in a hand-held floral arrangement is called:
- a. Hogarthian curve
 - b. Nosegay**
 - c. Pompon
 - d. Corsage
63. The optimum pH for azaleas is:
- a. 9.0 to 10.0
 - b. 6.5 to 7.5
 - c. 7.0 to 8.0
 - d. 4.5 to 5.5**
64. The most popular mechanic item used to support floral arrangements is:
- a. Waterproof tape
 - b. Floral Foam**
 - c. Plastic grid
 - d. Metal pinpoints
65. Cool colors include color combinations like:
- a. Red, red-orange, orange, yellow-orange, yellow
 - b. Blue-green, blue, blue-violet, and violet**
 - c. White, yellow, and blue
 - d. Black, white, and green
66. A good substitute for sand, this material provides aeration in the root media.
- a. Pebbles
 - b. Perlite**
 - c. Vermiculite
 - d. Rock wool
67. When seedlings grown indoors are moved outdoors, they must be _____ to be able to survive in their new environment.
- a. Sprayed
 - b. Pinched
 - c. Deadheaded

d. Hardened off

68. The showy red, pink or white portion of the poinsettia are:

- a. Flowers
- b. Bracts**
- c. Petals
- d. Sepals

69. When growing orchids, a hydrometer is used to measure:

- a. Temperature
- b. Light
- c. Air flow
- d. Humidity**

70. These summer-blooming perennials produce dense, bristly balls of blue color:

- a. Delphinium
- b. Blue plumbago
- c. Bleeding heart
- d. Globe thistle**

71. The common names for plants can be confusing because

- a. They are difficult to pronounce
- b. More than one plant may have the same common name**
- c. They are similar to the scientific name
- d. Growers do not know plants by common names

72. The most commonly used design for all-purpose vase arrangements and baskets is the:

- a. Right-angle triangle
- b. Horizontal design
- c. Inverted-T
- d. Symmetrical triangle**

73. A process used by growers to produce well-branched, compact plants with many flowers is called:

- a. Stunting
- b. Compacting
- c. Pinching**
- d. Potting

74. The genus and species name for Amaryllis is:

- a. Narcissus pseudonarcissus
- b. Hippeastrum vittatum**
- c. Sinningia speciosa
- d. Streptocarpus hybridus

75. The type of plant that lives for more than two years is a:

- a. annual
- b. biennial
- c. perennial**
- d. cutting

76. The best kind of soil to plant most flowers in is:

- a. sand
- b. silt
- c. clay
- d. loam**

77. The best time to water flowering plants is:

- a. in the morning**

- b. in the middle of the day
 - c. in the evening
 - d. at night
78. If seeds are sown out-doors, when is the best time to thin plants?
- a. when they are fully grown
 - b. when they have 2 sets of leaves**
 - c. when they have 3 sets of leaves
 - d. when they have a single set of leaves
79. How many essential nutrients are essential to plant growth and reproduction?
- a. three
 - b. four
 - c. six
 - d. seventeen**
80. Although technically not insects, these tiny pests can wreck havoc on flowering plants:
- a. thrips
 - b. aphids
 - c. red spider mites**
 - d. leaf cutting bee
81. Optimum temperature for poinsettia growth is:
- a. 60 to 80 degrees F**
 - b. 45-55 degrees F
 - c. 70 to 90 degrees F
 - d. 80 to 85 degrees F
82. Which type of rose has multiple large flowers on a single stem?
- a. polyanthas
 - b. floribundas**
 - c. grandifloras
 - d. hybrid teas
83. The florists' gloxinia and African violet are members of which plant family?
- a. Gensneriaceae**
 - b. Composite
 - c. Caryophyllaceae
 - d. Solenaceae
84. Most indoor foliage plants need which kind of lighting?
- a. direct sunlight
 - b. bright sunlight
 - c. bright, indirect light**
 - d. medium light
85. Floral preservatives function to:
- a. provide sugar
 - b. supply a bactericide
 - c. acidify the solution
 - d. all of the above**
86. An ethylene test is routinely used to separate shattering from nonshattering cultivars of:
- a. Poinsettias
 - b. Roses
 - c. Azaleas
 - d. Snapdragons**
87. Cut branches of evergreen 20 to 30 inches long are called:

- a. Tips
 - b. Bales
 - c. Boughs**
 - d. Bunches
88. Specialty cut flowers are defined as:
- a. Cut flowers other than roses
 - b. Cut flowers other than roses, carnations, and chrysanthemums**
 - c. Cut flowers other than carnations, chrysanthemums and gladiolas
 - d. Cut flowers that have to be special ordered
89. Upper leaves, which show interveinal chlorosis probably suffer from:
- a. Lack of water
 - b. A sulfur deficiency
 - c. An iron deficiency**
 - d. A nitrogen deficiency
90. A powerful and specific inhibitor of ethylene action which delays flower senescence is:
- a. Carbon dioxide gas
 - b. Phosphorus
 - c. Sulfur
 - d. Silver**
91. Cut carnations are classified into two groups:
- a. Floral and greenhouse
 - b. Standards and miniatures**
 - c. Premium and discount
 - d. Designer and normal
92. Most epiphytic orchids can be grown in:
- a. Tree fern-redwood chips
 - b. Osmunda fiber
 - c. Fir bark
 - d. All of the above**
93. The unit of heat measurement used in the greenhouse industry is the:
- a. Btu**
 - b. Ekg
 - c. Ocm
 - d. Ppm
94. The principle of total compatibility of all parts of an arrangement with each other is termed:
- a. Rhythm
 - b. Texture
 - c. Harmony**
 - d. Proportion
95. This element is essential for strong stems, strong roots, and deep flower color. A deficiency in plants shows up as weak stems and a yellowing and browning of leaves at their tips and edges.
- a. Nitrogen
 - b. Phosphorus
 - c. Potassium**
 - d. Calcium
96. There is an abbreviation for the mathematical difference between the day temperature and the night temperature. Identify that abbreviation:

- a. DTNT
 - b. DT/NT
 - c. AM-PM
 - d. DIF
97. All but one of the following is easily suitable for pressing. Which item is not suitable?
- a. **Daffodil**
 - b. Dusty Miller
 - c. Pansies
 - d. African violets
98. When utilizing the ratio markup method, a 5 to 1 item with the total wholesale value of the material costing \$12.00 would retail for:
- a. \$120.00
 - b. **\$60.00**
 - c. \$45.00
 - d. \$51.00
99. Which of the following is not a question a floral designer should ask when designing arrangements for a specific room?
- a. What size is the room?
 - b. What is the ceiling height?
 - c. How many tables will there be?
 - d. **None of the above**
100. What factors are involved in seed germination?
- a. Oxygen, water
 - b. Optimum temperatures
 - c. Light requirements
 - d. **All of the above**
101. What type of water supply do cut flowers need to transport food and to keep the stems stiff?
- a. **Constant water supply**
 - b. Occasional water supply
 - c. Periodic water supply
 - d. Cold water with a high pH
102. Plant material is classified into four groups based on form and shape. These are:
- a. Line flowers, foliage, mass flowers, and tropicals
 - b. Mass flowers, filler flowers, foliages, and form flowers
 - c. Big flowers, small flowers, and those in between
 - d. **Line flowers, mass forms, filler flowers, and form flowers**
103. The shape of a container
- a. **Often determines the form of the design**
 - b. Is not important
 - c. Has little to do with the shape of the arrangement
 - d. Determines the value of the arrangement
104. There are three basic types of pots that are commonly used in the greenhouse industry. Which of the following is not one of the basic types?
- a. **Designer Pot**
 - b. Standard Pot
 - c. Bulb pot or pan
 - d. Azalea Pot

105. A correct way to remove mealy bugs from plant is:
- a. Dab each bug with a cotton swab dipped in rubbing alcohol**
 - b. Tweezers
 - c. Use a fungicides
 - d. Rinse the leaves with milk
106. Which of the following is not a function of a good growing medium:
- a. Provide for storage of water
 - b. Provide for evaporation from plant**
 - c. Provide storage capacity for nutrients
 - d. Provide anchorage and support for plant
107. As a general rule, greenhouse crops should be watered:
- a. Using a well drained media
 - b. Thoroughly each time
 - c. Just prior to moisture stress
 - d. All the above**
108. Color is important in helping attain most of the principles of design. One of the following is not among the guidelines commonly followed in floral arranging:
- a. Use as many colors as possible
 - b. Repeat colors in a design
 - c. Use darker colored flowers in deeper and lower in arrangement
 - d. Never allow one color to dominate
109. The most important environmental factor in orchid culture is:
- a. Fertilization
 - b. Temperature
 - c. Light
 - d. Watering and water quality**
110. There are 17 elements needed to provide the necessary plant nutrients. Macronutrients are the _____ nutrients that are needed in _____ amounts.
- a. Major, larger**
 - b. Best, most
 - c. Minor, larger
 - d. Major, smaller
 - e. Minor, smaller
111. The soil pH level primarily controls:
- a. Soil Temperature
 - b. Availability of essential plant nutrients**
 - c. Moisture absorption by roots
 - d. Activity of micro-organisms
112. Damping-off is a common _____ disease in germinating seeds and seedlings.
- a. Human
 - b. Viral
 - c. Flu
 - d. Fungal**
113. What pH is recommended for fresh flowers in solution?
- a. 3 to 4.5**
 - b. 7
 - c. 1 to 2.5
 - d. 7.5 to 8.5
114. The flower and leaves of a rose are mottled and streaked with silver, and dusty black

droppings have collected. This damage is indicative of:

- a. Fungus gnats
- b. Thrips**
- c. Powdery mildew
- d. Scale

115. Costs associated with making an arrangement, decorating a blooming plant, or creating wedding flowers are called:

- a. Direct costs**
- b. Indirect costs
- c. Fixed costs
- d. Overhead

116. This fungus attacks a wide variety of ornamental plants, probably causing more losses than any other single pathogen.

- a. Pythium root rot
- b. Phytophthora
- c. Alternaria
- d. Botrytis cinerea**

117. To obtain blue flowers on hydrangeas, the pH of the growth media should be:

- a. 4.0-4.5
- b. 6.0-6.5
- c. 7.0-7.5
- d. 5.0-5.5**

118. All of the following are bulbous and tuberous-rooted plants except:

- a. Dahlias
- b. Dutch Iris
- c. Caladiums
- d. Periwinkles**

119. There are three primary ways that heat is lost in a greenhouse. Which of the following is **not** correct?
- a. Air Leakage
 - b. Solarization**
 - c. Conduction
 - d. Radiation
120. A more expensive decorative container into which a potted plant can be set is a:
- a. Vase
 - b. Quick sleeve
 - c. Jardiniere**
 - d. Rose bowl
121. A component of greenhouse root media consisting of siliceous volcanic rock, crushed and heated to 1800 F is:
- a. Vermiculite
 - b. Perlite**
 - c. Rockwood
 - d. Calcined clay
122. A physiological disorder of geraniums caused by low moisture levels in the root media is:
- a. Bacterial blight
 - b. Botrytis blight
 - c. Pythium
 - d. None of the above**
123. Placing wet sphagnum moss in a frame for funeral and Christmas wreaths is called:
- a. Cibotium
 - b. Massing
 - c. Mossing**
 - d. Gelling
124. A dried branch, bleached by the sun used in decorations is called:
- a. Corolla
 - b. Manzanita**
 - c. Fleurin
 - d. Smilax
125. A potpourri corsage can be made from which of the following:
- a. Dried citrus leaves and assorted foliage
 - b. Small blossoms and dried citrus leaves
 - c. Assorted foliage treated with nutmeg, cinnamon, or orange
 - d. A few small blossoms and assorted foliage**
126. A very popular and relatively simple corsage style is one that features two flowers:
- a. True**
 - b. False
 - c. True if both flowers are the same
 - d. Insufficient information to answer
127. The minimum optimum temperature for poinsettia growth is:
- a. 70 degrees F
 - b. 60 degrees F**
 - c. 50 degrees F
 - d. 45 degrees F
128. If a florist were limited to two tools, the most useful ones to have would be:

- a. Ribbon
 - b. Pruning shears and wire cutters
 - c. Sharp knife and floral shears**
 - d. None of the above
129. A grouping of closely spaced flowers, net, and accessories in a hand-held floral arrangement is called:
- a. Hogarthian curve
 - b. Nosegay**
 - c. Pompon
 - d. Corsage
130. The area of emphasis in an arrangement is called the:
- a. Focal point**
 - b. Accent
 - c. Stress point
 - d. Center
131. A good alternative for perlite, this material provides aeration in the root media.
- a. Peat moss
 - b. Sand**
 - c. Vermiculite
 - d. Rock wool
132. Bullheads are distorted flowers characterized by shorter petals, which give the rose a _____.
- a. Disheveled appearance
 - b. Flattened appearance**
 - c. Gangly appearance
 - d. None of the above
133. The majority of florist businesses are conducted in one location and annual gross sales are generally under:
- a. \$2,500,000.00
 - b. \$250,000.00**
 - c. \$25,000.00
 - d. \$2,500.00
134. A common flaw in establishing the area of emphasis is to _____ together very closely:
- a. Accent the foliage
 - b. Crimp the chenille stems
 - c. Crowd the flowers**
 - d. None of the above
135. Cycocel is the most commonly used _____.
- a. Growth stimulant
 - b. Flower retardant
 - c. Growth retardant**
 - d. Ethylene enhancer
136. Successful advertising to a target audience is based on the three profit "P's". Which one of the following is not part of the three profit "P's"?
- a. Pleasant**
 - b. Planned
 - c. Persuasive
 - d. Persistent

137. This growth regulator increases the flower size of geranium, and accelerates flowering in cyclamen.

- a. Miracle Grow
- b. B-Nine
- c. Gibberellic acid**
- d. Ethephon

138. An advertisement should never appeal to the reader's self interest, but instead should create a need:

- a. True
- b. False**

139. The genus and species name *Dianthus caryophyllus* identifies what flower:

- a. Cyclamen
- b. Orchid
- c. Dianthus
- d. Carnation**

140. When doing the flowers for a wedding you may work with all but one of the following arrangements: Which arrangement would not be suitable for a wedding?

- a. Cascade bouquet arrangement
- b. Kneeling bench arrangement
- c. Two-tiered guest table arrangement
- d. Full couch spray arrangement**

141. Direct mail forms include which of the following:

- a. Seed mailers
- b. Coupons
- c. Survey cards
- d. All of the above**

142. The reputation of a florist business is built solely on location, friendliness, and price:

- a. True
- b. False**

143. Firbark is the most popular orchid potting material:

- a. True**
- b. False

144. Excessively short stems in tulips planted outdoors are due to:

- a. Lack of sunlight
- b. Magnesium and calcium deficiencies
- c. Excessive moisture
- d. Warm spring temperatures and lack of winter cooling**

145. There are numerous advantages to having a container garden. Which of the following, if any, are such advantages:

- a. You can enjoy plants where a dirt garden is impossible
- b. Plants can be spotlighted via their placement
- c. All of the above**
- d. None of the above

146. Upper leaves which show interveinal chlorosis probably suffer from:

- a. Lack of water
- b. A sulfur deficiency
- c. An iron deficiency**
- d. A nitrogen deficiency

147. Marigold seed which fails to emerge, or seedlings which die soon after emerging from

wet soil are the result of:

- a. Root rot
- b. Damping off**
- c. Whitefly damage
- d. Foliar nematodes

148. The pricing method based on 40% of retail selling price is:

- a. Nesting pricing
- b. Retail cost of goods
- c. Ratio Markup
- d. Wholesale pricing**

149. The genus and species name for Amaryllis is:

- a. Narcissus pseudonarcissus
- b. Hippeastrum vittatum**
- c. Sinningia speciosa
- d. Streptocarpus hybridus

150. According to The Retail Florist Business, included in the list of traditional rules to achieve good design are all but one of the following. Which one is not included:

- a. Even numbers should be used in arrangements when fewer than 10 flowers of one kind are used**
- b. Generous voids and negative spaces allow each flower to stand out
- c. All mechanics and flower support should be concealed
- d. To increase depth, some of the flowers near the outer edge should face slightly toward the back.

151. The most common summer cooling system in greenhouses is:

- a. Standard air conditioning
- b. Fan-tube cooling system
- c. Fog evaporative cooling
- d. Fan-and-pad evaporative cooling**

152. When grown at a minimum temperature of 60 degrees F for a year-round flower production, hybrid chrysanthemums are:

- a. Thermoperiodic
- b. Long-day plants
- c. Day-neutral plants
- d. Inhibited from flowering
- e. Short-day plants**

153. The reason for putting irregularly shaped stones, or broken pieces of pottery into the bottom of a pot containing flowering plants is:

- a. They let air into the pot from the bottom
- b. To recycle items that shouldn't go in the garbage
- c. It helps the soil to drain after being watered**
- d. They allow the roots to grow out the bottom of the pot

154. Which of the following combinations are shade-tolerant perennials?

- a. Coreopsis, baptisia, oriental poppy, rudbeckia
- b. Hosta, lobelia, columbine, bleeding heart**
- c. Daylily, yucca, peony, gaillardia
- d. Iris, veronica, violet, salvia
- e. Dianthus, penstemon, columbine, salvia

155. Plants need which part of the visible spectrum for good foliage development?

- a. All of the visible spectrum**

- b. Red
- c. Green
- d. Blue

156. What is a good sign that potted plants need to be repotted?

- a. Pests, population are increasing
- b. New leaves are quite a bit smaller than older ones**
- c. New leaves are quite a bit larger than older ones
- d. The plant is becoming tall and lanky.

157. A hue with white added is termed a:

- a. Tint**
- b. Tone
- c. Chroma
- d. Shade

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158. Light energy, carbon dioxide and water enter into the process of photosynthesis through which:

- a. Transpiration is induced
- b. Respiration results
- c. Carbohydrates are formed**
- d. Chlorophyll is formed

159. What is the name of the growth regulator often used on poinsettia crops to control height?

- a. Diazinon
- b. Cycocel**
- c. Osmocote
- d. Cytokinin

160. The most important environmental factor regulating flower initiation in bulbous species is:

- a. Light
- b. Temperature**
- c. Moisture
- d. Ventilation

161. Pasteurization of root media at 180F for 30 minutes would:

- a. Kill most plant viruses
- b. Kill most weed seed
- c. Kill most pathogenic fungi
- d. All of the above**

162. Technique used to make a small cluster of filler flowers for use in corsages and wedding bouquets:

- a. Group method**
- b. Hook method
- c. Clutch method
- d. Pierce method

163. This widespread fungal disease, often referred to as gray mold, attacks weak flowers and foliage, and is found on most dead plant tissue:

- a. Botrytis cinerea**
- b. Powdery mildew
- c. Damping off
- d. Oedema

164. Flowers, which are worn by men and pinned on a lapel, are called:

- a. Falcon corsage
- b. Boutonnieres**
- c. Potpourri corsage
- d. Jardinier

165. Analogous color harmony utilizes:
- a. A combination of the primary and secondary colors
 - b. Two colors directly opposite each on the color wheel
 - c. Two or three adjacent colors on the color wheel
 - d. Tints, shades, and tones of one hue**
166. A common fault in arranging flowers and foliage includes the facing of all flowers in approximately the same direction. This is known as:
- a. Flower pointing**
 - b. Equal ranging
 - c. Cross stemming
 - d. Parallelism
167. What is the major difference between sexual and asexual propagation.
- a. Sexual is genetically the same from the parent plants, asexual is genetically different from the parent plants
 - b. Sexual is genetically different from the parent plants, asexual are genetic duplicates of the parent plants**
 - c. There is not a major difference in sexual and asexual propagation
 - d. None of the above
168. Using your thumb and forefinger to remove the young tip growth of a stem is called:
- a. Pruning
 - b. Trimming
 - c. Pinching**
 - d. Cleaning
169. The pierce wiring technique works best on flowers that have a _____.
- a. Tendency to break
 - b. Thin calyx
 - c. Fuller bloom
 - d. Thick calyx**
170. What is horticulture?
- a. Horticulture is the culture of artificial turf
 - b. Horticulture is the culture of animals, beauty and discomfort
 - c. Horticulture is the planning of towns and cities
 - d. Horticulture is the culture of plants for food, comfort and beauty**
171. The sales area showroom is separate from the work area. It should be neat and appealing with adequate floor space for customers to move about. Which of the following features **is not** typical of a sales area:
- a. Wrapping/sales counter with cash register
 - b. Design table for making up arrangements**
 - c. Display refrigerator holding made up arrangements and cut flowers for sale
 - d. Consultation area with table and chairs
172. Orchids are accustomed to some temperature fluctuation between day and night. In fact, without a day-night fluctuation of 10 to 15 degrees F, the orchids may:
- a. Refuse to flower**
 - b. Refuse to grow healthy foliage
 - c. Refuse to propagate
 - d. All of the above
173. The best way to design a border is to:
- a. Mix all plant heights evenly in the border

- b. Plant the tallest plants in the middle and gradually plant shorter plants toward the edges
- c. Plant the tallest plants in front, medium height plants in the middle, and shortest plants in the back
- d. Plant the shortest plants in front, medium height plants in the middle, and tallest plants in the back**

174. What is the most important thing to do for bulbs to produce flowers during succeeding years?

- a. Use a fertilizer high in iron
- b. Grow a good crop of foliage**
- c. Use a fertilizer high in potassium
- d. Use a fertilizer high in nitrogen

175. Colonial nosegays are constructed in a _____ form.

- a. Cascading
- b. Natural
- c. Circular**
- d. Crescent

176. Many people like to send living plants in sympathy because

- a. They are cheaper
- b. They are much easier for the florist to decorate
- c. They can be used later by the family to decorate their home**
- d. They symbolize life

177. Foliage plants are plants grown and sold for their beautiful colored leaves and stems.
a. **True**
b. False
178. What are pesticides?
a. Chemical materials used to attract pests.
b. Chemical materials used to enhance growth and beauty in plants
c. **Chemical materials used to kill pests**
d. Chemical materials used to kill plants
179. Pesticides are used to help control what?
a. **weeds, insects, diseases and other organisms that can damage crops**
b. tree growth and plant pollution
c. animal reproduction
d. root growth, stem and leaf beauty
180. What areas are in landscape horticulture?
a. the area involved in non-production of plants
b. **all areas that deal with the production and use of plants to make our outdoor environment more appealing.**
c. all areas that deal with the production and use of plants to make our indoor environment less appealing
d. all areas that deal with the production and use of pesticides to make plants grow.
181. What phase is not one of the three phases of development a plant passes through in its life cycle?
a. dormancy
b. reproductive
c. vegetative
d. **Germination**
182. The major components in the photosynthesis process are carbon dioxide, water, light, and chlorophyll.
a. **true**
b. false
183. What is the purpose of plant propagation?
a. to produce fewer breeds of plants
b. **to produce new and better breeds of plants at a fast rate**
c. to slow down the reproduction process of new breeds of plants
d. to recognize old breeds of plants and focus on them
184. What is the percent germination and how can one determine it?
a. is the percentage of seed that will sprout and grow
b. is the number of seeds planted and can be determined by counting the seeds left over and dividing them into how many you started with.
c. can be determined by placing a sample of seeds in a favorable growing environment and noting how many sprout
d. **both a and c**
185. What is a weed?
a. Plant grown and sold for its beautiful colored leaves and stems
b. Plant that provides comfort and beauty to the community
c. **Plant that is growing out of place or an unwanted plant**
d. Plant that does not produce well
186. What civilization started using flowers?

- a. Japanese
 - b. Egyptian**
 - c. Russian
 - d. American
187. How hot should the water be in flower buckets?
- a. 24 to 69 degrees
 - b. 106 to 115 degrees**
 - c. 69 to 99 degrees
 - d. 100 to 105 degrees
188. Where in a floral arrangement should light-colored flowers be placed?
- a. Near the top of the flower arrangement**
 - b. Near the center of the flower arrangement
 - c. Towards the bottom of the flower arrangement
 - d. Light-colored flowers should not be used as a rule
189. What is the common name for the Gypsophila flower?
- a. Tulip
 - b. Orchids
 - c. Daises
 - d. Baby's Breath**
190. When did plastic flowers first become popular in the United States?
- a. 1950s**
 - b. 1990s
 - c. 1970s
 - d. 1920s
191. Florists usually create a symmetrical-triangular style arrangement for what occasions?
- a. hospitals
 - b. birthdays
 - c. formal ceremonies**
 - d. all of the above
192. Unlike most plants, ferns produce dust like spores, not seeds.
- a. true**
 - b. false
193. What is the vase life?
- a. Vase life is how long it takes to make a vase
 - b. Vase life is the length of time cut flowers and foliage live after they have been cut**
 - c. Vase life is how long it takes to cut flowers and put them into a vase
 - d. Vase life is the length of time cut flowers and foliage live before they are cut
194. Floriculture is the "culture of flowers."
- a. true**
 - b. false
195. What is floral production?
- a. Involves the growing of flowering or foliage crops to sale size or maturity**
 - b. Involves the growing of animals and grain
 - c. Involves the growing of reproduction of seeds and stem width
 - d. Involves the growing of flowering to handle and give away to the less fortunate.
196. What are the major parts of a plant?
- a. Roots and flowers
 - b. Core and Plant Skin

- c. Stems and Leaves
 - d. Both A and C**
197. What does the xylem "the conductive tissue" do for a plant?
- a. gives off the aroma of the plant
 - b. transports water and minerals from the roots to the leaves**
 - c. none of the above
 - d. both a and b
198. The top five cut flower producing states include:
- a. California, Florida, Hawaii, Colorado and Pennsylvania**
 - b. California, Texas, Utah, New York and Arkansas
 - c. Ohio, Tennessee, Mississippi, New Mexico, and Virginia
 - d. Washington State, Oklahoma, Colorado, Wyoming and Nevada
199. What three factors are important when considering water quality for fresh flowers?
- a. pH (acid or basic)
 - b. hardness or softness (high mineral content = harmless), salinity (total dissolved salts)
 - c. both a and b**
 - d. none of the above
200. Ridge and furrow greenhouses at all latitudes should be oriented:
- a. North to South**
 - b. East to West
 - c. To the builders convenience
 - d. Northwest to southeast
201. A greenhouse producer of young seedlings for shipping for finishing by others is referred to as a _____ producer.
- a. finisher
 - b. seed
 - c. plug**
 - d. knot
202. The growing point of most dicots is best described as the:
- a. cotyledon
 - b. internode
 - c. vascular tissue
 - d. apical meristem**
203. A major problem in standard carnation producing resulting in asymmetrical flowers is:
- a. Improper fertilization
 - b. High-density spacing
 - c. Calyx splitting**
 - d. Lack of pinching
204. Most cut roses in the United States are produced in:
- a. Africa
 - b. South America**
 - c. North America
 - d. Europe
205. Your foliage plants are facing a pest problem. The buds, flowers, and tender new growth are pitted or stunted. Tiny insects are often invisible. A sticky fluid secreted by the insects provides medium for growth of sooty mold and attracts ants. The most likely candidates are:
- a. Spider Mites

b. Aphids

c. Mealybugs

d. Snails and slugs

206. In order to create successful arrangements, one must understand the range of acceptable color combinations called color schemes. One of the following is not among this frequently used color schemes:

a. monochromatic

b. analogous

c. triad

d. quadraplex

207. If the container is 10 inches high, the height of the floral design should be:

a. 6 inches

b. 10 inches

c. 18 inches

d. 30 inches