

Level 2 Technical Certificate in Floristry (0175-20)

Sample External Test

Duration: 2 hours

SAMPLE

Contents

- Sample L2 MCQ test: pages 3-17
- Answer keys: pages 19-20

SAMPLE


Number	Question
1	<p>What part of the supply chain would a retailer mainly use to obtain its fresh plant material?</p> <p>a. Producers. b. Wholesalers. c. Auction houses. d. Independent growers.</p>
2	<p>What job role is mainly responsible for creating a bridal bouquet?</p> <p>a. Junior florist. b. Senior florist. c. Conditioner. d. Proprietor.</p>
3	<p>What type of support is offered to members by the BFA?</p> <p>a. Discounted entrance to trade shows. b. Reduced prices of plant material. c. Management of social media. d. Access to temporary staff.</p>
4	<p>What is a minimum entry requirement for WorldSkills?</p> <p>a. To be working in floristry. b. To be studying floristry. c. To be 17 years old. d. To be 18 years old.</p>



Number	Question
5	<p>There is a Worldskills regional competition in October. They are preparing a brief which will require candidates to produce a corsage for an Autumn wedding. The buttonhole must be seasonal in near complementary colours.</p> <p>The buckets must be prepared for the candidates. Which bucket of flowers should be provided?</p>
	<p>Knowledge: Characteristics (seasonality, classification, latin names), colour wheel, designs</p> <p>Understanding: Scale and proportion</p> <p>Analysis: Review scenario, identify critical information (Autumn, buttonhole, colours)</p>
	<ul style="list-style-type: none"> a. Aconitum napellus, hosta b. Aconitum napellus, hedera helix c. Mango zantedeschia aethiopica, hosta d. Mango zantedeschia aethiopica, hedera helix
Number	Question
6	<p>What floristry product is mainly sold at Christmas?</p>
	<ul style="list-style-type: none"> a. Door wreath. b. Single flower. c. Planted bowl. d. Handtied posy.
Number	Question
7	<p>What is an employment right of a junior florist?</p>
	<ul style="list-style-type: none"> a. Health and safety policy. b. Annual wage increase. c. Weekly training. d. Rest periods.
Number	Question
8	<p>What is a responsibility of an employee?</p>
	<ul style="list-style-type: none"> a. To negotiate working conditions. b. To provide a living wage. c. To organise rotas. d. To be punctual.

Number	Question
9	<p>Why is the culture of an independent florist different to a retail chain?</p> <p>a. Because the retail chain processes are set by a centralised office rather than the owner.</p> <p>b. Because the retail chain can offer a wider range of products than an independent florist.</p> <p>c. Because the independent florist needs higher profit margins than a retail chain.</p> <p>d. Because the independent florist has less full-time staff than a retail chain.</p>
Number	Question
10	<p>What type of policy provides guidelines on the use of social media by staff?</p> <p>a. Professional standards.</p> <p>b. Store presentation.</p> <p>c. Attendance.</p> <p>d. Complaints.</p>
Number	Question
11	<p>What type of promotional activity is most likely to achieve add-on sales?</p> <p>a. Website.</p> <p>b. Display.</p> <p>c. Leaflet.</p> <p>d. Poster.</p>
Number	Question
12	<p>Wholesalers provide fresh materials wet packed. Why is this classed as a sustainable practice?</p> <p>Knowledge: Sustainability, supply chain, conditioning Understanding: Relationship between wholesaler and retailer, implications of transpiration to condition of fresh materials, sustainable practices</p> <p>a. It reduces costs to the retailer.</p> <p>b. It increases opportunities for recycling.</p> <p>c. It encourages fair trade with the growers.</p> <p>d. It removes the need for additional packaging.</p>

Number	Question
13	Why is it important for a business to reduce wastage?
	<ul style="list-style-type: none"> a. To reduce expenditure on unused items. b. To reduce storage space required. c. To reduce costs to the supplier. d. To reduce time spent cleaning.
Number	Question
14	A client wants a bouquet of roses for £35. Roses are £1 per stem wholesale price. The florist adds 100% mark up plus VAT to all orders. How many roses should be included in the bouquet?
	<ul style="list-style-type: none"> a. 12. b. 14. c. 16. d. 18.
Number	Question
15	A relay order has to be completed. Why is it important to cost down when making the design?
	<ul style="list-style-type: none"> a. A relay incorporates design skills. b. A relay considers a customer budget. c. A relay has a set standard selling price. d. A relay ensures maximum size is achieved

Number	Question
16	<p>A customer comes into a shop wanting a floral gift. They have £20 to spend. The following fresh materials are available on the display stand. The retail prices of each item are as shown.</p> <p>Dianthus 80p Chrysanthemum £1.40 Eucalyptus £1 Rosa £1.50 Cymbidium £10 Stephanotis £8</p> <p>What floral gift should the florist offer?</p>
<p>Knowledge: Characteristics of flowers, costing methods, types of design, costs involved in creating designs Understanding: Profitability, time involved in creating designs, need for packaging and sundries to finish, design principles and elements, customer needs and wants Analysis: Review all information provided to determine key information (price, gift, variable costs) Evaluation: Selection of appropriate combination within budget</p>	
	<p>a.</p> <ul style="list-style-type: none"> • Tied bouquet • 4 dianthus • 3 chrysanthemum • 3 rosa • 2 eucalyptus.
	<p>b.</p> <ul style="list-style-type: none"> • Tied bouquet • 4 dianthus • 3 chrysanthemum • 1 cymbidium • 2 eucalyptus.
	<p>c.</p> <ul style="list-style-type: none"> • Symmetrical arrangement • 4 dianthus • 3 chrysanthemum • 3 rosa • 2 eucalyptus.
	<p>d.</p> <ul style="list-style-type: none"> • Symmetrical arrangement • 4 dianthus • 3 chrysanthemum • 1 cymbidium • 2 eucalyptus.

Number	Question
17	<p>A retail florist wants to increase its summer trade. What type of event is most likely to achieve that aim?</p> <p>a. Sales promotion. b. Demonstration. c. Wedding fair. d. Classes.</p>
18	<p>Why do businesses prefer cash rather than credit card payments?</p> <p>a. It reduces late payments. b. It increases customer sales. c. Costs to the business are lower. d. Costs to the customer are lower.</p>
19	<p>What type of flower is shown in this image?</p>  <p>a. Alstroemeria. b. Hydrangea. c. Bouvardia. d. Gladiolus.</p>

Number	Question
20	<p>What type of flower is shown in the image?</p>  <p>a. Gladiolus. b. Eustoma. c. Freesia. d. Dahlia.</p>
21	<p>What is the main plant shown in this image?</p>  <p>a. Kalanchoe. b. Cyclamen. c. Begonia. d. Fuschia.</p>
22	<p>What is the stem structure of a Delphinium?</p> <p>a. Soft. b. Latex. c. Hollow. d. Woody.</p>

Number	Question
23	Which plant material is mainly available in Autumn?
	<ul style="list-style-type: none"> a. Ilex. b. Dahlia. c. Prunus. d. Freesia.
24	Which of the following plant materials is poisonous?
	<ul style="list-style-type: none"> a. Aconitum napellus. b. Alstromenma. c. Dendrobium. d. Soliadgo.
25	Which pot plant is also used as foliage?
	<ul style="list-style-type: none"> a. Eucaplyptus cinerea. b. Vibumum tinus. c. Galax urceolata. d. Hedera helix.
26	What is the main impact of ordering red flowers for delivery in February?
	<p>Knowledge: Peak periods, colour association, characteristics of flowers, supply chain</p> <p>Understanding: Relationship between peak periods, profitability and supply chain</p>
	<ul style="list-style-type: none"> a. The price increases b. The stems are weaker c. The deliveries will be late d. The condition declines quickly
27	What plant part is the main organ used in food and water transport?
	<ul style="list-style-type: none"> a. Leaf. b. Root. c. Stem. d. Flower.

Number	Question
28	Why is the leaf a major source of food to a plant?
	<ul style="list-style-type: none"> a. It converts sunlight into sugars. b. It converts water into sugars. c. It converts sunlight to oxygen. d. It converts water to oxygen.
29	What process controls water movement in plant cells?
	<ul style="list-style-type: none"> a. Osmosis b. Tropism c. Ethiolation d. Respiration
30	Why is transpiration important for plants?
	<ul style="list-style-type: none"> a. It modifies temperature. b. It produces chlorophyll. c. It modifies nutrients. d. It produces flowers.
31	What is the main effect on plant development of using a low level light?
	<ul style="list-style-type: none"> a. Leaves rot off. b. Leaf growth slows down. c. Roots rot off. d. Root growth slows down.
32	What plant is best to use as a display during winter months?
	Knowledge: Seasonality, characteristics of plants Understanding: Promotional material suitability
	<ul style="list-style-type: none"> a. Kalanchoe blossfeldiana. b. Euphorbia pulcherrima. c. Rhododendron simsii. d. Buxus sempervirens.

Number	Question
33	Why is it important to use last in first out method of stock control for window displays?
	<ul style="list-style-type: none"> a. Because open blooms have a higher selling price. b. Because open blooms have more visual impact. c. Because open blooms have a stronger scent. d. Because open blooms have longer stems.
Number	Question
34	What is the first action that should be taken when receiving deliveries of fresh materials?
	<ul style="list-style-type: none"> a. Check quantities. b. Check the invoice. c. Complete conditioning. d. Complete documentation.
Number	Question
35	Why is it important to quality check all flowers on arrival from the wholesaler?
	<ul style="list-style-type: none"> a. To ensure documentation is accurate. b. To ensure the correct packaging is in place. c. To ensure a variety of options are available. d. To ensure damaged items are not charged for.
Number	Question
36	Why is it important to audit stock levels?
	<ul style="list-style-type: none"> a. To reduce storage costs. b. To ensure value is accurate. c. To simplify ordering system. d. To maximise sales opportunities.

Number	Question
37	A shop has some open longiflorums on the display area. What is the best way for the shop to dispose of the flowers whilst maximising profitability?
	<p>Knowledge: Characteristics of fresh materials, characteristics of individual designs</p> <p>Understanding: Stock rotation, profitability, customer needs and wants, commercial opportunities</p> <p>Analysis: Review scenario, identify key information (open flowers, type of flower, maximise profitability)</p> <p>Evaluation: Significant information provided in options</p>
	<ul style="list-style-type: none"> a. Use in a workshop. b. Use in a funeral tribute. c. Use in a wedding bouquet. d. Use in a promotional display.
Number	Question
38	What is the correct proportion for a hand tied bouquet?
	<ul style="list-style-type: none"> a. 1/2:1/2. b. 2/3:1/3. c. 1/4:3/4. d. 1/6:5/6.
Number	Question
39	Why is proportion important in a design?
	<ul style="list-style-type: none"> a. It creates textural interest. b. It creates line and movement. c. It ensures spaces are included. d. It ensures visual and actual balance.
Number	Question
40	How is dominance achieved within a floral design?
	<ul style="list-style-type: none"> a. By using the largest flowers as the focal area b. By using the smallest flowers as the focal area c. By using the most open flowers as the focal area d. By using the most closed flowers as the focal area

Number	Question
41	A corporate client orders a floral tribute. Your manager has agreed to include a complimentary item providing it doesn't affect profitability. Which item would be the most suitable?
	<p>Knowledge: Purpose of a floral tribute is and understand their needs and wants, types of sundries and associated costs</p> <p>Understand: Needs and wants associated with funerals, profitability, suitability of sundries for different occasions.</p> <p>Analysis: Review scenario, identify critical information – floral tribute, complimentary</p> <p>Evaluation: Determine which could meet all requirements</p>
	<ul style="list-style-type: none"> a. Chocolates in a box. b. Satin printed ribbon. c. Gift-wrapped chocolates. d. Waterproof printed poly ribbon.
Number	Question
42	What is a type of texture?
	<ul style="list-style-type: none"> a. Form. b. Visual. c. Space. d. Rhythm.
Number	Question
43	Why is space created within floral designs?
	<ul style="list-style-type: none"> a. It provides more profit for the business. b. It gives flowers room to develop. c. It makes it easier to condition. d. It looks more attractive.

Number	Question
44	A junior florist has created a hand tied bouquet. The manager is checking it before it is packaged. It does not stand up and keeps falling over. What is the most likely cause?
	<p>Knowledge: Creating individual designs, preparation techniques, conditioning techniques, stem structure</p> <p>Understanding: Principles of design, proportion and balance</p> <p>Analysis: Review scenario, identify key information (hand tied, doesn't stand up)</p> <p>Evaluation: Determine cause of problem</p>
	<ul style="list-style-type: none"> a. The stems are too long. b. The stems are too short. c. There are too few stems. d. There are too many stems.
Number	Question
45	What is a secondary colour?
	<ul style="list-style-type: none"> a. Red. b. Blue. c. Green. d. Yellow.
Number	Question
46	How is a tint colour scheme achieved?
	<ul style="list-style-type: none"> a. By adding black. b. By adding white. c. By adding a primary colour. d. By adding a secondary colour.
Number	Question
47	How is a triadic colour scheme achieved?
	<ul style="list-style-type: none"> a. By using four colours from the colour wheel arranged into two complementary pairs. b. By using three colours evenly spaced around the colour wheel. c. By using a primary, a secondary and a tertiary colour. d. By using two primary and two secondary colours.

Number	Question								
48	<p>What is the effect of using red flowers in a design?</p> <ol style="list-style-type: none"> The colour will appear to advance and give them prominence. The colour will appear to recede and give them prominence. The colour will appear to advance and make them dull. The colour will appear to recede and make them dull. 								
Number	Question								
49	<p>A customer has collected a hand tied bouquet from a shop. In the bouquet is a hippeastrum. What is the best advice to give regarding after care?</p> <p>Knowledge: Conditioning of fresh materials, characteristics of fresh materials, individual designs Understand: Effects of different types of care/conditioning on maintaining the design</p> <table border="1"> <tbody> <tr> <td>a.</td> <td> <ul style="list-style-type: none"> Remove packaging straight away Cut stems Burn stems Place in vase with clean water and flower food Take off all string. </td> </tr> <tr> <td>b.</td> <td> <ul style="list-style-type: none"> Leave it in cellophane for maximum of two days Remove packaging Place all plant material items into dry floral foam Cut stems Burn stems. </td> </tr> <tr> <td>c.</td> <td> <ul style="list-style-type: none"> Remove packaging straight away including cellophane and all string Place all plant material items into wet floral foam Cut stems Plug stems. </td> </tr> <tr> <td>d.</td> <td> <ul style="list-style-type: none"> Leave it in cellophane for maximum of two days Remove packaging Cut stems Plug stems Place in vase with clean water and flower food Maintain the string. </td> </tr> </tbody> </table>	a.	<ul style="list-style-type: none"> Remove packaging straight away Cut stems Burn stems Place in vase with clean water and flower food Take off all string. 	b.	<ul style="list-style-type: none"> Leave it in cellophane for maximum of two days Remove packaging Place all plant material items into dry floral foam Cut stems Burn stems. 	c.	<ul style="list-style-type: none"> Remove packaging straight away including cellophane and all string Place all plant material items into wet floral foam Cut stems Plug stems. 	d.	<ul style="list-style-type: none"> Leave it in cellophane for maximum of two days Remove packaging Cut stems Plug stems Place in vase with clean water and flower food Maintain the string.
a.	<ul style="list-style-type: none"> Remove packaging straight away Cut stems Burn stems Place in vase with clean water and flower food Take off all string. 								
b.	<ul style="list-style-type: none"> Leave it in cellophane for maximum of two days Remove packaging Place all plant material items into dry floral foam Cut stems Burn stems. 								
c.	<ul style="list-style-type: none"> Remove packaging straight away including cellophane and all string Place all plant material items into wet floral foam Cut stems Plug stems. 								
d.	<ul style="list-style-type: none"> Leave it in cellophane for maximum of two days Remove packaging Cut stems Plug stems Place in vase with clean water and flower food Maintain the string. 								

Number	Question
50	<p data-bbox="331 235 1038 477">A florist recently visited a local, large flower farm producing British grown flowers. As a result, they are interested in becoming a specialist retailer of British flowers. They are based in a small town and have asked some of their loyal customers about this idea. Many have said they would be interested in paying premium process for British flower.</p> <p data-bbox="331 483 1038 548">What is the main disadvantage of becoming a specialist retailer of British flowers?</p> <div data-bbox="331 589 1038 808" style="background-color: #e1f5fe; padding: 5px;"> <p data-bbox="331 598 1038 663">Knowledge: Supply chain, characteristics of flowers (seasonality)</p> <p data-bbox="331 669 1038 734">Understanding: Profitability, commercial opportunities, customer needs and wants</p> <p data-bbox="331 741 1038 806">Analysis: Review scenario, identify key information (British flowers, specialist)</p> </div> <div data-bbox="379 853 959 987" style="padding: 5px;"> <ul style="list-style-type: none"> <li data-bbox="379 853 756 884">a. It will give low profitability. <li data-bbox="379 891 863 922">b. There is a limited range of suppliers. <li data-bbox="379 929 943 960">c. It will lead to seasonal variations in supply. <li data-bbox="379 967 959 999">d. There will not be enough customer interest. </div>

SAMPLE

0175-20 Level 2 Technical Certificate in Floristry

Sample external test – Answer Keys

1	B
2	B
3	A
4	B
5	D
6	A
7	D
8	D
9	A
10	A
11	B
12	D
13	A
14	B
15	C
16	A
17	C
18	C
19	B
20	B
21	B
22	C
23	B
24	A
25	D
26	A
27	C
28	C
29	A
30	A
31	B
32	B
33	B
34	B
35	D
36	B
37	B
38	B
39	D
40	A
41	D
42	B
43	A
44	B
45	C

46	B
47	B
48	A
49	D
50	C

SAMPLE