This question paper is the property of the City and Guilds of London Institute and is to be returned after the examination.

Read the following notes before you answer any questions

• You **must** use a pen with black or blue ink to complete all parts of the answer sheet.
• Check that you have the correct answer sheet for the examination.
• Check that your name and candidate details are printed correctly at the top of your answer sheet.
• Inform the invigilator if your name or examination details are not correct.
• Each question shows **four** possible answers (lettered ‘a’, ‘b’, ‘c’ and ‘d’); only **one** is correct.
• Decide which **one** is correct and mark your answer on the **answer sheet** with your pen.

For example if you decide ‘a’ is correct, mark your answer like this

![101]  
  ![b]  ![c]  ![d]  
  ![cancel]  ![cancel]  ![cancel]  ![cancel]

If you want to change your answer, cancel your first choice by filling in the ‘cancel’ box below the circle like this

![101]  
  ![b]  ![c]  ![d]  
  ![cancel]  ![cancel]  ![cancel]

Then mark the answer which you have now decided is correct. For example if you now decide ‘c’ is correct, mark your answer like this

![101]  
  ![b]  ![c]  ![d]  
  ![cancel]  ![cancel]  ![cancel]

Any other marks on the form may invalidate some of your answers.

• Any calculations or rough working can be done on the question paper.
• Attempt all questions. If you find a question difficult, leave it and return to it later.

This paper contains 50 questions. Answer them using the ‘boxes’ numbered 1 to 50 on the answer sheet.
1. What type of plant group is shown in Figure 1?
   a. Succulent.
   b. Fern.
   c. Foliage plant.
   d. Corm.

2. Identify the flower in Figure 2.
   a. Carthamus tinctorius.
   b. Chamelaucium uncinatum.
   c. Eremurus stenophyllus.
   d. Eustoma russellianum.

3. Identify the flower in Figure 3.
   a. Matthiola incana.
   b. Triteleia corrina.
   c. Lathyrus odoratus.
   d. Campanula pyramidalis.

4. What is the cut flower in Figure 4 most noted for?
   a. Releases latex.
   b. Irritant.
   c. Fragrant.
   d. Toxic.
5 Which of the listed cut flowers would be the cheapest to buy in spring?
   a Gladiolus.
   b Tulipa.
   c Dahlia.
   d Campanula.

6 What is the stem type of an Euphorbia?
   a Soft.
   b Latex.
   c Hollow.
   d Woody.

7 Which of the following describes the effect of etiolation on a pot plant?
   a Prolific flowering.
   b Long, weak stems.
   c Short stems and curled leaves.
   d Flower buds do not open.

8 What would be the effect on a Rhododendron simsii if kept in a dry atmosphere?
   a Leaves turn yellow.
   b Flower buds do not open.
   c Lots of flowers produced.
   d Leaves grow quickly but no flowers.

9 Which plant process affects the growth of roots?
   a Themotropism.
   b Hydrotropism.
   c Thigmotropism.
   d Geotropism.

10 Which of the following would increase the vase life of cut flowers?
   a Change water in vases every three days.
   b Use flower food only on peak periods.
   c Wash containers once a month.
   d Use bleach in the water.

11 Which of the following would encourage flower growth in a planted bowl?
   a Use aggregates.
   b A shaded place.
   c Hot temperature.
   d Use nutrients.

12 Statement 1
   Waste records are important for a florist shop.

   Statement 2
   Environmental factors are not important for plant displays.

   Which of the following options is correct for the above statements?

<table>
<thead>
<tr>
<th>Statement 1</th>
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<tbody>
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<td>a True</td>
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</tr>
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<td>True</td>
</tr>
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13 When selecting flowers from the shop for a weekly contract vase, a florist would use Lilium longiflorum that have
   a arrived the day before
   b arrived 3 days ago
   c arrived 6 days ago
   d arrived 10 days ago.

14 Why would a junior florist check the delivery note for a new consignment of fresh materials?
   a To raise a credit note for missing items.
   b To check quality of fresh materials.
   c To check wholesale prices are correct.
   d To ensure flowers ordered have been delivered.

15 Which of the following is most likely to be the job of a senior florist?
   a Condition new stock.
   b Cleaning stands.
   c Stock rotation.
   d Check invoices.

16 Which of the following foliage is variegated?
   a Eucalyptus parvifolia.
   b Viburnum tinus.
   c Pittosporum tobira.
   d Gaultheria shallon.
17 What is the name of the largest British wholesale market?
   a Birmingham Flowers and Plants.
   b New Covent Garden.
   c Triangle Nursery.
   d The Real Flower Company.

18 Which of the following is a trade organisation?
   a NAFAS.
   b IOPF.
   c BFA.
   d RHS.

19 Who is responsible for placing a wholesale order in a flower shop?
   a Freelance florist.
   b Apprentice.
   c Junior florist.
   d Senior florist.

20 Which of the following would be the most sustainable to tie a hand tied bouquet?
   a Garden twine.
   b Pot tape.
   c Paper covered wire.
   d Poly ribbon.

21 Which of the following tasks would be carried out by a junior florist?
   a Pricing stock.
   b Organise staff rota.
   c Sort delivery schedule.
   d Calculate retail price.

22 The majority of florists in Great Britain are a
   a partnership
   b franchise
   c sole trader
   d limited company.

23 During a peak period it is important to
   1 brief the staff
   2 give staff time off
   3 carry a stock take
   4 employ extra drivers
   5 undertake training
   6 redesign the shop
   7 allocate tasks.

24 A delivery person completes an introduction to floristry course.
   How does the business benefit the most from this training?
   a Staff can have more holidays.
   b The van insurance will be reduced.
   c Staff will have to work longer hours.
   d More flexible member of staff.

25 Which of the following is an employment right of employees?
   a Training for new equipment.
   b Work hours as requested.
   c Staff discount.
   d Maintain the working environment.

26 A customer is placing an order in September for 60 red roses to be delivered on Christmas Eve.
   The price of red roses will be based on:
   a price at the time of ordering
   b higher price as they will be in demand
   c lower price as there is a large amount
   d higher price to cover wages as will be busy.

27 Which of the following would be the quickest way to share a new product range with existing customers?
   a Social media.
   b Post out flyers.
   c In store display.
   d Advert in newspaper.
28 Which of the following shop policies relate to the way a hand tied design is gift wrapped?
   a Complaints.
   b Social media.
   c Professional standards.
   d Health and Safety.

29 Which of the following designs would not be calculated by a junior florist?
   a Funeral wreath.
   b Impulse sales.
   c Contract designs.
   d Wedding designs.

30 A customer wants to place a regular order for delivery each month to their mother. Which would be the most appropriate way for them to pay for the design?
   a Cash.
   b Bank transfer.
   c Credit card.
   d Cheque.

31 A customer wants to spend £40 on a gift-wrapped bouquet. The gift-wrapping costs £3.50, the labour charge is £5, and the delivery charge is £5.99, all inclusive of VAT. How much is left for fresh materials?
   a £25.51
   b £35.51
   c £29.99
   d £26.00

32 What are the correct proportions of a spray/cluster on a based tribute?
   a 1/2 to 1/2.
   b 1/3 to 2/3.
   c 1/4 to 2/4.
   d 2/3 to 3/3.

33 Which of the following would be the most dominant when used in a floral design?
   a Helianthus annuus.
   b Aster novi-belgii.
   c Phlox paniculata.
   d Gypsophila.

34 A tint of yellow would be classed as
   a receding
   b advancing
   c achromatic
   d complimentary.

35 Which of these is a principle of design?
   a Appropriate.
   b Texture.
   c Harmony.
   d Colour.

36 Identify the colour harmony in Figure 5.
   a Contrasting.
   b Split complementary.
   c Near complementary.
   d Analogous.

37 Statement 1
   Yellow flowers recede in a design.
   Statement 2
   Yellow flowers appear warm in a design.
Which of the following options is correct for the above statements?

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</table>
38 The image of a wreath in Figure 6 is an example of dominance of which element?

a Shape.  
b Line.  
c Texture.  
d Form.

39 Which of the following is a triadic colour harmony?

a Red-orange, yellow-green, blue.  
b Red-orange, yellow-green, blue-green.  
c Yellow-green, blue, red-orange.  
d Yellow-orange, blue-green, red-violet.

40 A customer has requested a flower arrangement that will create a calm and relaxing atmosphere.

Which colours would be the most suitable?

a Tints and tones of red, green.  
b Yellow and orange.  
c Tints of blue and orange.  
d Blue, blue-violet, orange.

41 A customer wants an arrangement for a party on St Patrick’s Day.

Which of the following colour combinations would be most suitable?

a Tint of blue, blue-green, violet.  
b Red, violet, green.  
c White, orange, green.  
d Yellow-green, blue-green, white.

To answer questions 42 to 45 you must refer to scenario 1.

Scenario 1

A corporate client has requested the following for an event:
- 9 posy arrangements
- 12 table centres for banquet tables
- 2 large pedestal designs
- 3 designs for welcome desks
- 8 chair bows per table.

The event is taking place in mid-February. The designs and colours chosen should have impact and be economical.

42 Calculate the number of containers and sundries required to construct the designs. The large arrangements will use 2 blocks of foam, the rest of the designs will used a third of a block of foam.

<table>
<thead>
<tr>
<th></th>
<th>17 blocks of foam.</th>
<th>12 blocks of foam.</th>
<th>14 blocks of foam.</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>5 large bowls.</td>
<td>5 large bowls.</td>
<td>2 large bowls.</td>
</tr>
<tr>
<td></td>
<td>19 dishes.</td>
<td>22 dishes.</td>
<td>24 dishes.</td>
</tr>
<tr>
<td></td>
<td>1 roll of pot tape.</td>
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43 The fabric to make chair bows needs to be ordered. On each roll of fabric there is 4.5 metres. 1.5 metres of fabric is used to make each bow.

How many rolls are required?

a 24.  
b 32.  
c 40.  
d 48.
44 Which of the following selection of materials would be suitable to fulfil the request?


47 The delivery of fresh plant material will include which of the following selection of flowers to make seasonal floral designs?


45 The corporate client’s company logo is in a complimentary colour harmony.

Which selection of flowers is appropriate for the posy arrangements?

a Orange Rosa, Eringium, violet Limonium, orange Hypericum.
b Red Rosa, green Chrysanthemum, red Dianthus, Ruscus.
c Violet Limonium, violet Eustoma, Solidaster, yellow Dianthus.
d Violet Eustoma, red Rosa, red Hypericum, Salal.

To answer questions 46 to 50 you must refer to scenario 2.

Scenario 2
A floristry shop has expanded and is now renting an additional large workshop without a retail area on the outskirts of town where all orders for delivery are made.

There are several separate storage areas within the new workshop. It is yet confirmed which area would be best for storing sundries, fresh flowers, pot plants and constructed designs.

The manager is planning the staff rota for a busy week in May. Extra staff will be needed to create the orders.

46 The wholesalers will deliver on Saturday and Tuesday. The majority of orders will be sent out for delivery on Thursday.

Which days would the manager need extra staff?

a Saturday, Monday and Thursday.
b Sunday, Monday and Wednesday.
c Saturday, Tuesday and Wednesday.
d Sunday, Tuesday and Friday.

48 How would the business benefit from the additional workshop?

1 Materials can be bought in bulk at a lower price.
2 Additional costs to cover staff on two premises.
3 Staff in workshop can wear their own clothes.
4 Customers have a good choice of flowers.
5 Easier for driver to collect deliveries.
6 Staff skills can be allocated more efficiently.
7 Additional drivers may be employed.

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49 A junior florist has recently been employed to work in the workshop.

Which of the following would be included in their induction and training?

1 Different job roles.
2 Customer service.
3 Employment rights.
4 Window display.
5 Employee responsibilities.
6 Health and Safety.
7 Implications of social media.
8 Business profitability.
9 Payment methods.

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The customer has returned a planted bowl purchased two days ago. They have noticed the leaves to be curling and brown. The shop manager has investigated the storage conditions of the bowl prior to it being sold and found no issues.

Which environmental factors could be the cause?

- a. Over watering, placed in direct sunlight.
- b. Kept in a moist environment, limited light.
- c. Placed next to direct heat, lack of water.
- d. Lack of water, kept in cold draught.

NOW GO BACK AND CHECK YOUR WORK

- IMPORTANT -
  Are the details at the top of the answer sheet correct?
  Have you filled in your answers in INK in the appropriate boxes on the answer sheet?