



# 0175-521 MARCH 2022

## Level 2 Technical Certificate in Floristry

### Level 2 Floristry – Theory Exam

**Tuesday 15 March 2022**  
**09:30 – 11:30**

**You should have the following for this examination**

- a multiple-choice answer sheet
- a pen with black or blue ink
- calculator

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**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	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	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	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
	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	<input checked="" type="radio"/>	<input type="radio"/>	<input checked="" type="radio"/>	<input type="radio"/>
	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 is a benefit of buying from a local grower?
- Costs are always cheaper.
  - Materials are at retail cost.
  - Plant materials are mature.
  - Provides seasonal flowers.
- 2 What is the **best** way to be sustainable as a florist?
- To use a hybrid car.
  - To use local growers.
  - To use Fairtrade flowers.
  - To change all the packaging.
- 3 Who can be a member of the British Florist Association (BFA)?
- A tutor.
  - A student.
  - A freelancer.
  - A business owner.
- 4 Who is **mainly** responsible for organising staff rotas?
- Manager.
  - Senior Florist.
  - Delivery Driver.
  - Freelance florist.
- 5 What is the minimum holiday entitlement for a full-time employee in the UK?
- 5.2 weeks.
  - 5.4 weeks.
  - 5.6 weeks.
  - 5.8 weeks.
- 6 Which one of the following flowers is associated with Mother's Day?
- Allium.
  - Dahlia.
  - Freesia.
  - Syringa.
- 7 Who is responsible for ensuring all tools and equipment are used correctly in the workplace?
- Proprietor.
  - Senior florist.
  - Junior florist.
  - Employees.
- 8 Which **two** of the following activities take place at the annual FleurEx trade show?
- Patent designs.
  - Demonstrations.
  - Master classes.
  - Examinations.
- 1 and 2.
  - 2 and 3.
  - 3 and 4.
  - 4 and 1.
- 9 Which **two** of the following **best** describe the procedures used to deal with a customer complaint?
- Replace the item immediately.
  - Take all the relevant details from customer.
  - Discuss the complaint with the supervisor.
  - Ask the customer to come back the next day.
- 1 and 2.
  - 2 and 3.
  - 3 and 4.
  - 4 and 1.
- 10 **Statement 1**  
Franchises are owned by third-party operators that are independent.
- Statement 2**  
A Private Limited Company's finances are separate from its owner's finances.
- Which one of the following options is correct for the above statements?

	<b>Statement 1</b>	<b>Statement 2</b>
a	True	True
b	True	False
c	False	True
d	False	False

11 An employee of a floristry business has noticed a negative comment by a customer on a social media page.

What **two** actions should the employee do **immediately**?

- 1 Inform their employer.
  - 2 Offer the money back.
  - 3 Challenge the comment.
  - 4 Acknowledge the comment.
- a 1 and 2.
  - b 2 and 3.
  - c 3 and 4.
  - d 4 and 1.

12 **Statement 1**  
Gross Profit is equal to total sales minus cost of goods sold.

**Statement 2**  
Net profit is equal to gross profit minus operating expenses.

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

	Statement 1	Statement 2
a	True	True
b	True	False
c	False	True
d	False	False

13 A customer would like to place an order for a planted design for their aunt. They would like to pay £50.

The container costs £7.50 and plants £1.75 each wholesale.

The florist charges:  
100% mark-up plus VAT of 20% on container and plants.  
£6.00 for soil and top dressing.  
£5.00 for labour.

How many plants can the customer have in the container?

- a 3 plants.
- b 4 plants.
- c 5 plants.
- d 6 plants.

14 A hotel is planning to hold a wedding fair and has asked a local florist if they would like a stand.

What is the **main** reason for the florist to purchase a stand?

- a Promote local businesses.
- b Increase visits to the website.
- c Raise awareness of the hotel services.
- d Increase the commercial business of the florist.

15 Which **two** statements explain why florists provide mobile money transfer as a payment method?

- 1 To offer customer discount.
  - 2 To keep customers details.
  - 3 To make it easy for repeat sales.
  - 4 To offer alternative payment options.
- a 1 and 2.
  - b 2 and 3.
  - c 3 and 4.
  - d 4 and 1.



www.trianglenursary.co.uk

**Figure 1**

16 What type of flower is shown in Figure 1?

- a *Lilium asiatica*.
- b *Liatris spicata*.
- c *Lilium oriental*.
- d *Limonium sinuatum*.



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**Figure 2**

17 What type of foliage is shown in Figure 2?

- a Aspidistra elatior.
- b Asparagus setaceus.
- c Asparagus umbellatus.
- d Arachnoides adiantiformis.



www.cjlove.co.uk

**Figure 3**

18 What plant material is shown in Figure 3?

- a Fuschia.
- b Begonia elatior.
- c Cyclamen persicum.
- d Kalanchoe blossfeldiana.

19 Which of the following fresh materials is associated with autumn?

- a Carthamus tinctorius.
- b Anemone coronaria.
- c Lathyrus odoratus.
- d Scabiosa caucasica.

20 What is the stem type of a Hydrangea macrophylla?

- a Soft.
- b Hollow.
- c Woody.
- d Semi woody.

21 What is the **main** function of the root of a plant?

- a To produce food for the plant.
- b To aid in the process of transpiration.
- c To aid in the process of hydrotropism.
- d To anchor the plant in a growing medium.

22 Which one of the following **best** describes the process of osmosis?

- a Production of oxygen.
- b Manufacturing of food.
- c Conveying nutrients and water.
- d The uptake of water and nutrients.

23 Etiolation is caused by the lack of?

- a Heat.
- b Light.
- c Water.
- d Nutrients.

24 When does respiration of a plant slow down?

- a When placed in the shade.
- b When placed in bright light.
- c When placed in low temperatures.
- d When placed in warm temperatures.

25 What causes leaves and stems to rot in Begonia elatior?

- a Overwatering.
- b Underwatering.
- c Low light levels.
- d Low temperature.

26 Which **two** of the following statements is correct?

The **main** functions of a flower are

- 1 fertilisation
- 2 storing nutrients
- 3 photosynthesis
- 4 attracting pollinators.

- a 1 and 2.
- b 2 and 3.
- c 3 and 4.
- d 4 and 1.

27 What is the genus of *blossfeldiana*?

- a Senecio.
- b Begonia.
- c Kalanchoe.
- d Cyclamen.

28 **Statement 1**

The stem has numerous functions, which include conducting water, producing and storing food.

**Statement 2**

The leaf has numerous functions, which include transporting water, storing nutrients and facilitating sexual reproduction.

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

	Statement 1	Statement 2
a	True	True
b	True	False
c	False	True
d	False	False

29 Which of the following procedures would a junior florist need to do **first** when identifying poor stock from a wholesaler?

- a Package stock up and return to wholesalers.
- b Call the wholesalers and ask for a replacement.
- c Take a picture of the stock, then condition and place in shop.
- d Report to senior member of staff and make a record on the delivery note.

30 Which **two** of the following are necessary when checking items on arrival from a wholesaler?

- 1 Ensure all quantities are correct.
- 2 Ensure that there are no pests or diseases.
- 3 Ensure that the damaged items are refunded.
- 4 Ensure the materials are in the correct packaging.

- a 1 and 2.
- b 2 and 3.
- c 3 and 4.
- d 4 and 1.

31 When undertaking a year end stock take, what information is needed and why?

- a Item name, quantity and size – to ensure value is accurate.
- b Item name, quantity and code – to reduce storage and costs.
- c Item name, company and code – to simplify ordering systems.
- d Item name, company and size – to maximise sales opportunities.

32 Which of the following is a principle of design?

- a Line.
- b Form.
- c Contrast.
- d Texture.

33 Which of the following is an element of design?

- a Colour.
- b Harmony.
- c Proportion.
- d Dominance.

34 What does the term analogous mean?

- a Four colours that are equidistant on the colour wheel.
- b Three colours that are equidistant on the colour wheel.
- c Five or more colours that are not related on the colour wheel.
- d Three or four colours that are next to each other on the colour wheel.

35 What colour can be considered neutral in a design?

- a Blue.
- b Green.
- c Violet.
- d Orange.

36 Which **two** of the following describe the term contrast when using flower materials within a design?

- 1 Highlights harmony and proportion.
- 2 Highlights visual and actual balance.
- 3 Highlights scale and form.
- 4 Highlights colour and texture.

- a 1 and 2.
- b 2 and 3.
- c 3 and 4.
- d 4 and 1.

37 What are the **two** different types of texture?

- a Visual and actual.
- b Inactive and active.
- c Static and physical.
- d Negative and positive.

38 Which **two** statements **best** describe 'form' as an element within floral designs?

- 1 The overall outline of the design.
- 2 The size of flower materials.
- 3 The limited space between materials.
- 4 The silhouette of flower materials.

- a 1 and 2.
- b 2 and 3.
- c 3 and 4.
- d 4 and 1.



www.pinterest.co.uk

**Figure 4**

39 What colour harmony is shown in Figure 4?

- a Triadic.
- b Tetradic.
- c Analogous.
- d Monochromatic.

40 Which of the following should be used to achieve a split complimentary colour harmony?

- a Red Gerbera, orange Rosa and yellow Lilium.
- b Green Dianthus, blue Agapanthus and yellow Narcissus.
- c Blue-violet Aconitum, red-violet Liatris and violet Anemone.
- d Violet Lathyrus, yellow-orange Eremurus and yellow-green Molucella.

41 What effect would flowers of pure red hue have on a design?

- a The design will appear longer.
- b The design will appear to advance.
- c The design will appear to recede.
- d The design will appear clearer.

To answer questions 42 - 45 you must refer to Scenario 1.

**Scenario 1**

A corporate client has just moved to newly built offices with air conditioning. The reception area has floor to ceiling windows and is south facing with two automatic doors. The client would like a display in their reception area for an indefinite period but has limited funds.

- 42 Which design would be the **best** option?
- a A tied design.
  - b A wired design.
  - c A planted design.
  - d A design in a medium.
- 43 What material is **most** suitable for the design?
- a Yucca.
  - b Begonia.
  - c Narcissus.
  - d Arachnoides.
- 44 What is the **best** way to ensure the correct aftercare for the design?
- a Turn up once a week.
  - b Wait for the client to phone.
  - c On the way home from work.
  - d Draw up a maintenance contract.
- 45 What is the **most** important factor to consider when planning the design?
- a Technique.
  - b Cost.
  - c Colour.
  - d Scent.

To answer questions 46 - 50 you must refer to Scenario 2.

**Scenario 2**

The senior florist has designed a collection for Mother's Day. The collection will include three planted baskets and three spring designs in vases with chicken wire. The colour harmony is triadic.

The owner would like to pre-order locally grown fresh plant materials and sundries. The containers will be the same size, but the price range will vary according to the content in the design.

Each planted design uses a basket, ¼ bag of compost and some flat moss and each spring design uses 1/8 of a roll of chicken wire and a vase.

- 46 Which fresh materials will be **most** suitable for the vase arrangement?
- a Violet Allium, red Celosia and pink Nerine.
  - b Blue-violet Aster, orange Gerbera and yellow Solidago.
  - c Blue Anemone, yellow Freesia and red Tulipa.
  - d Red-orange Alstroemeria, maroon Dahlia and blue Scilla.
- 47 Which selection of sundries is correct to order?

1	2
3 baskets 3 vases 1/2 bag of compost 1/2 roll of chicken wire 1/2 box of flat moss	3 baskets 6 vases 2/3 bag of compost 1 roll of chicken wire 1/2 box of flat moss
3	4
6 baskets 6 vases 1 bag of compost 1 roll of chicken wire 1 box of flat moss	3 baskets 3 vases 1 bag of compost 1 roll of chicken wire 1 box of flat moss

- a 1.
- b 2.
- c 3.
- d 4.

48 Which **two** of the following are advantages of the designs chosen?

- 1 Eco-friendly.
- 2 Sustainable.
- 3 Increased carbon footprint.
- 4 Wider range of products.

- a 1 and 2.
- b 2 and 3.
- c 3 and 4.
- d 4 and 1.

49 The senior florist is planning a timeline for the new collection. Which is the **most** logical order for completion of the following tasks?

- 1 Conditioning of materials.
- 2 Construction of arrangement.
- 3 Buying list.
- 4 Delivery of plants.
- 5 Delivery of cut materials.
- 6 Construction of basket.

- a 3-4-1-6-5-2.
- b 4-1-3-6-2-5.
- c 3-4-6-5-1-2.
- d 6-3-1-4-2-5.

50 What is the **best** way for the owner to promote the collection?

- a Leaflets.
- b Posters.
- c Local newspaper.
- d Social media.

### **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?