

# Perris Union High School District

## Course of Study

A. COURSE INFORMATION		
<b>Course Title:</b> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">Advanced Floral Design</div> <input type="checkbox"/> New <input type="checkbox"/> Revised	<b>Subject Area:</b> <input type="checkbox"/> Social Science <input type="checkbox"/> English <input type="checkbox"/> Mathematics <input type="checkbox"/> Laboratory Science <input type="checkbox"/> World Languages <input type="checkbox"/> Visual or Performing Arts <input checked="" type="checkbox"/> College Prep Elective <input type="checkbox"/> Other	<b>Grade Level</b> <input type="checkbox"/> MS <input type="checkbox"/> HS <input type="checkbox"/> 5 <input type="checkbox"/> 6 <input type="checkbox"/> 7 <input type="checkbox"/> 8 <input type="checkbox"/> 9 <input type="checkbox"/> 10 <input type="checkbox"/> 11 <input type="checkbox"/> 12
<b>If revised previous course name if changed</b> <div style="border: 1px solid black; height: 20px; width: 100%;"></div>	<b>Is this classified as a Career Technical Education course?</b> <input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Transcript Course Code/Number:</b> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;">206011/206011</div> (To be assigned by Educational Services)	<b>Required for Graduation:</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
<b>Meets UC/CSU Requirements?</b> <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <b>Was this course <i>previously approved by UC</i> for PUHSD?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (Will be verified by Ed Services)	<b>Credential Required to teach this course:</b> <div style="border: 1px solid black; padding: 2px; margin-bottom: 5px;"> <del>Designated Subjects, CTE: Agriculture and Natural Resources</del>  <i>or</i>  <del>Single Subject: Agriculture and Natural Resources</del>  <i>To be completed by Human Resources only.</i> </div> <div style="display: flex; justify-content: space-between; align-items: center;"> <div style="border: 1px solid black; padding: 5px; width: 60%; text-align: center;">             Signature         </div> <div style="border: 1px solid black; padding: 5px; width: 30%; text-align: center;">           4/27/18            Date         </div> </div>	
<b>Meets "AP" Requirements?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	<b>Meets "Honors" Requirements?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
<b>Submitted by: Charlynn McNaul</b> <b>Site: PHS</b> <b>Date: 4/24/18</b>	<b>Unit Value/Length of Course:</b> <input type="checkbox"/> 0.5 (half year or semester equivalent) <input checked="" type="checkbox"/> 1.0 (one year equivalent) <input type="checkbox"/> 2.0 (two year equivalent) <input type="checkbox"/> Other:	
<b>Approvals</b>	<b>Name/Signature</b>	<b>Date</b>
Director of Curriculum & Instruction		4/30/18
Asst. Superintendent of Educational Services		5.1.18
Governing Board		

**Prerequisite(s) (REQUIRED):**

Floral Design

**Corequisite(s) (REQUIRED):**

None

**Brief Course Description (REQUIRED):**

The advanced floral design class is designed to give floral students the advanced techniques they need to perform in the floral industry. Students will explore the floriculture industry on a more technical and advanced level including the proper care and handling of flowers, plants, and foliage; construct arrangements for all occasions; display, price, and market floral designs; and preserve floral materials all while students run their own real world floral shop. Upon completion of this class, students will be prepared to obtain a job in the floral industry. Students will automatically become members of the FFA and participation in FFA activities and supervised agricultural experience programs will be graded in this course.

**B. COURSE CONTENT**

**Course Purpose (REQUIRED):**

*What is the purpose of this course? Please provide a brief description of the goals and expected outcomes. Note: More specificity than a simple recitation of the State Standards is needed.*

This course will build upon the prerequisite course, Floral Design. Advanced Floral Design will increase the focus on the art of design, handling of cut flowers, the mechanics of floral design, and the effects of retail in the floral industry. This course is designed to prepare students for a career in the floral industry.

**Course Outline (REQUIRED):**

*Detailed description of topics covered. All historical knowledge is expected to be empirically based, give examples. Show examples of how the text is incorporated into the topics covered.*

**Exploring Careers**

This introductory unit will focus on exploring careers in the retail flower business as well as identifying professional trade organizations designed to assist retail florists. Students will study the different types of retail outlets and the specific careers available. Students will understand the duties associated with the various jobs in the retail floral businesses. Further, students will understand the training and education requirements as a retail

florist, as well as the professional organizations and memberships associated with retail florist.

**Conditioning and Storing Cut Flowers and Greens** Students will understand the process of conditioning and storing fresh cut flowers. They will also identify the causes of premature flower deterioration and understand the effects of ethylene on fresh cut flowers. The basic needs of fresh cut flowers and the steps in handling a shipment of flowers will be learned. Students will be able to demonstrate proper stem treatment and the use of floral preservatives by identifying storing and handling requirements for flowers and greens in various environments.

**Pricing Strategies in the retail florist industry** The pricing strategies unit will focus on training students to calculate the cost of goods and fresh materials for the retail market. Students will understand the difference between hard goods and fresh goods, and identify the correct pricing strategy to be used in a retail setting. This will require students to be able to understand, read, and create a floral invoice. Further, students will be required to create invoices for a number of different retail jobs including: in shop pick up, delivery, set up, wedding and sympathy industries. This includes understanding how price is impacted by the growing seasons of flowers, identifying appropriate flowers for different seasons, and suggesting substitutions for out of season flowers. Students will be able to read fresh flower availability charts and know how to calculate their value by stem count.

**Drying and arranging permanent flowers** Students will learn how to dry and preserve flowers and foliage. They will select and dry and dye flowers using several industry methods. Methods to be used include hanging, desiccant-drying and chemical. Unit goals will be require students to be able to identify different types of permanent flowers. They will use dried materials and silk flowers to construct permanent arrangements for everlasting enjoyment. This is necessary for developing an understanding of pricing strategies used for permanent arrangements.

**Wedding Flowers** Students will understand the role of flowers used in the wedding industry. Students will be taught from start to finish the responsibilities of a wedding florist. Emphasis will be on wedding flower consultations, the creations of accurate wedding flower invoices, and appropriate customer service. The class will learn the different ways flowers are used in weddings and how to select flowers to emphasize a specific theme for a wedding. They will plan, create a bill of materials and design bouquets, boutonniere's, corsages, centerpieces and altar pieces.

**Sympathy Flowers** Unit 6 is designed to cultivate an understanding of the role of flowers in the sympathy industry. Students will identify key customer service skills utilized in a sympathy consultation, as well as understand the key information needed to design a sympathy arrangement that honors the deceased. Students will identify, construct, and apply the pricing strategy that is appropriate for sympathy arrangements. They will learn and be able to identify the different types of flowers associated with sympathy arrangements, including the various types of arrangements used for constructing standing spray arrangements and sympathy wreaths.

**Potted Plants in the floral industry** One branch of the floral industry students will learn is the potted plant sales. Most floral shops carry potted plants and houseplants that are sold as an everlasting gift in place of fresh cut flowers. Students will learn and be able to identify the most common potted plants and houseplants. Students will learn how to add value to potted plants by using a number of methods such as florist foil and pre-formed pot covers. Students will learn the different types of jardinières and containers that are used in

floral design. This includes floral bows and accessories appropriate for potted plants.

**Writing Assignments (REQUIRED):**

*Give examples of the writing assignments and the use of critical analysis within the writing assignments.*

Students will use writing skills to create resumes, cover letters, job applications as well as customer job proposals.

**INSTRUCTIONAL MATERIALS (REQUIRED)**

**Textbook #1**

Title: <b>The Art of Floral Design</b>	Edition: 2nd
Author: Nora T. Hunter	ISBN:0827386273
Publisher:Delmar Thomson Learning	Publication Date: December 27, 1999
Usage: <input checked="" type="checkbox"/> Primary Text <input type="checkbox"/> Read in entirety or near	

**Textbook #2**

Title: Principles of Floral Design	Edition: 1st
Author: Pat Diehl Scace	ISBN: 1619608898
Publisher: Goodheart-Wilcox	Publication Date: 2014
Usage: <input checked="" type="checkbox"/> Primary Text <input type="checkbox"/> Read in entirety or near	

**Supplemental Instructional Materials** *Please include online, and open source resources if any.*

Floriculture Curricular Code  
 Florists' Review, Monthly

Flowers &, Monthly

**Estimated costs for classroom materials and supplies (REQUIRED).** *Please describe in detail.*

If more space is needed than what is provided, please attach backup as applicable.

- Florists' shears
- Floral wire (various gauges and types)
- Floral tape
- Thorn stripper
- Waterproof tape
- Floral foam
- Floral preservatives
- Florists' knives
- Scissors
- Glue pan
- Pan glue
- Glue gun
- Glue sticks
- Various floral containers
- Water
- Flowers
- Plants
- Computers

Cost for class set of textbooks: \$	Description of Additional Costs:
Additional costs:\$2,000	
<b>Total cost per class set of instructional materials:</b>	\$2000.00

**Key Assignments (REQUIRED):**

Please provide a detailed description of the Key Assignments including tests, and quizzes, which should incorporate not only short answers but essay questions also. How do assignments incorporate topics? Include all major assessments that students will be required to complete

**Key assignment:** Students will exploring different jobs associated with the floral industry through written and presentations about floral careers. Additionally, students will produce a resume and cover letter seeking the floral job they researched and presented. Their resume will be used to serve as a current tool when applying for jobs, scholarships and awards. The cover letter will be very specific to the job selected by the student and serve as an assessment of their understanding of the skills required for a job in the floral industry. In this unit students will learn employability skills as noted by local florist. Students will also research employability in the floral industry and create a cover letter, resume, and complete a job application for a job in the interest area of the student. They will demonstrate proper interview skills by holding mock interviews. In this unit they will also create a professional portfolio of their floral arrangements and skills learned during this class. This portfolio will

assist them in applying for floral design and/or assistant positions.

**Key Assignment:** Students will support their understanding of proper conditioning and storing of fresh cut flowers by creating a Floral Design Care and Handling Brochure that will feature selected "Care and Handling" practices. The brochure will be specific to the care and handling practice selected and will feature a student designed business logo. **Unit Assignments:** Students will research and experiment with the process of conditioning and storing fresh flowers and create a video tutorial using classroom technology explaining the proper care and handling of fresh flowers. Students will not only gain an understanding of the cause of premature flower deterioration and the effects of ethylene on fresh cut flowers but also gain public speaking skills as well.

**Key Assignment:** Students will develop an understanding of pricing strategies in the floral industry and will be assessed through multiple pricing strategy exercises. The final pricing strategy assessment will require students to select a large arrangement of their choice, analyze the hard and fresh materials used for the design, and use a current fresh flower availability list to determine the wholesale value per stem count. Students will learn to use an appropriate pricing strategy to determine retail value. Retail value will be used to design an invoice including all the essential information needed for a retail florist business. For each design the students create they will be given a pricing sheet to calculate the exact amount of arrangements wholesale cost then using the standard ratio mark-up strategy to calculate the retail value of the arrangement. Students will present the retail prices to customers when arrangements are ordered. Students will learn real world value of live and hard goods and be able to differentiate between wholesale and retail pricing.

**Key Assignment:** Students will be required to construct permanent wall hangings out of silk flowers. They will be given a wreath to design their arrangement by choosing a season or theme to feature silk flowers and foliage. **Unit Assignment(s):** Students will research and experiment with a variety of dying, drying and preserving techniques and create a permanent hanging arrangement. Students will also create a silk flower and foliage wreath to demonstrate their understanding of permanent flower usage. Students will also price these items to gain a better understanding of this area in floral design.

**Key Assignment:** Students will complete a wedding project portfolio that will simulate a real wedding floral job from start to finish. Each project will be required to have a mock wedding flower consultation, and will be assessed on information collection and presentation. After the consultation, students will develop a proposal and price quote for the job. Once the quote has been approved, they will design a presentation featuring the ideas they have developed; some wedding projects will be selected to be used in future floral labs. **Unit Assignment(s):** Students will create a wedding project proposal to present in class. Students will interview a mock prospective brides to create designs that will fit with the customers needs, wants and budget. This proposal will include pricing, ordering, customer service, as well as techniques used to create pieces. The unit will conclude with students creating pieces from their proposal.

**Key Assignment:** Students will plan and design two commonly used sympathy arrangements. They will conduct a mock sympathy flower consultation and use that information to plan their arrangements. They will be responsible for creating a bill of material which will be used for ordering hard goods and fresh flowers. Students will be assessed on the accuracy of their planning and ordering by reviewing the final product. This assignment will also have a peer assessment piece that will help students learn how to analyze, critique and make suggestions for completed arrangements. **Unit Assignment(s):** Students will identify the techniques of

handling sympathy arrangements. They will learn the cultural customs for different funeral services. They will use their understanding of color and floral design skills to create casket sprays, memorial arrangements, and choosing live plants that fulfill the customer needs. They will create an arrangement for a mock funeral.

**Key Assignment:** Students will learn the 67 potted plants on the CATA Curricular Activities Code for the Floriculture CDE. They will be expected to identify and describe each of the potted plants varieties. **Unit Assignment(s):** In this unit students will demonstrate an understanding of merchandising and marketing principles used in the floral industry. They will learn how to maintain and decorate with potted arrangements. Students will learn the benefits of having living plants indoors. They will understand the differences between foliage plants, flowering plants, succulents, and cacti. They will work on care and management for tropical plants, succulents, and cacti. Students will design a succulent garden to conclude this unit.

**Instructional Methods and/or Strategies (REQUIRED):**

Please list specific instructional methods that will be use.

- Direct Instruction
- Demonstrations
- Project-based learning
- Lecture
- Cooperative learning
- Reading assignments
- Video lessons
- Exhibitions of student artwork
- Peer and teacher evaluation
- Individual and group assignments
- Portfolios
- Presentations and speeches
- Projects, experiments and reports
- Supervised Agriculture Experience Project
- Record Book
- FFA participation
- Class discussions

**Assessment Methods and/or Tools (REQUIRED):**

Please list different methods of assessments that will be used.

Direct assessment-Students will demonstrate what they have learned by creating floral arrangements, presentations as well as written test.



**COURSE PACING GUIDE AND OBJECTIVES (REQUIRED)**

<b>Day(s)</b>	<b>Objective</b>	<b>Standard(s)</b>	<b>Chapter(s)</b>	<b>Reference</b>
10	Students will be able to identify careers in the floral industry	Ag & Natural Resources 3.1	22, 1	
5	Students will be able to recognize Professional Florists' associations	Ag & Natural Resources 3.6	22, 1	
21	Students will be able to develop a professional portfolio	Ag & Natural Resources 4.1	22,1	
10	Students will be able to recognize the process of conditioning and storing fresh cut flowers	Ag & Natural Resources F11.1, F11.2, F11.3	9,10,5	
5	Students will be able to develop a short video tutorial and or brochure on care and handling of fresh flowers	Ag & Natural Resources 2.0-2.6	9,10,5	
20	Students will be able to conduct sales and services in the floral business	Ag & Natural Resources 2.0-2.6 11.0-11.5	21,18	
10	Students will be able to manage a retail floral business	Ag & Natural Resources 2.0-2.6 11.0-11.5	21,18	
10	Students will be able to calculate both wholesale and retail prices of floral arrangements	Ag & Natural Resources 2.0-2.6 11.0-11.5	21,18	
10	Students will be able to dye, dry, preserve, and arrange dried flowers and foliage	Ag & Natural Resources F11.0-F11.4	15,16	
10	Students will be able to arrange silk flowers	Ag & Natural Resources	15,16	



		F11.0-F11.4		
21	Students will be able to recognize the roles of florists in preparing wedding arrangements	Ag & Natural Resources F11.0-F11.4	18,13	
14	Students will be able to plan, design, and prepare wedding, arrangements	Ag & Natural Resources F11.0-F11.4	18,13	
21	Students will be able to recognize the roles of florists in preparing sympathy arrangements	Ag & Natural Resources F11.0-F11.4	19,15	
14	Students will be able to plan, design, and prepare funeral arrangements	Ag & Natural Resources F11.0-F11.4	19,15	

**C. HONORS COURSES ONLY**

Indicate how much this honors course is different from the standard course.

**D. BACKGROUND INFORMATION**

**Context for course (optional)**

**History of Course Development (optional)**