**Directions:** Evaluate the trainee using the rating scale below and check the appropriate number to indicate the degree of competency achieved. The numerical ratings of 3, 2, 1, and 0 are not intended to represent the traditional school grading system of A, B, C, D, and F. The descriptions associated with each of the numbers focus on level of student performance for each of the tasks listed below.

**Rating Scale:**
- 0 - No Exposure - no information nor practice provided during training program, complete training required.
- 1 - Exposure Only - general information provided with no practice time, close supervision needed and additional training required.
- 2 - Moderately Skilled - has performed independently during training program, limited additional training may be required.
- 3 - Skilled - can perform independently with no additional training.

### 01.0 Greenhouse Structures and Management
The student will be able to:

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.01</td>
<td>Identify the different types of greenhouses and their arrangements</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.02</td>
<td>Calculate the size of equipment needed to heat, cool and circulate air within the greenhouse</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.03</td>
<td>Describe the internal structures and equipment of a greenhouse</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.04</td>
<td>Describe other structures used in raising plants</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.05</td>
<td>Match terms and definitions associated with greenhouse and forcing structures</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.06</td>
<td>Describe the uses of forcing structures</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.07</td>
<td>Match the greenhouse structures with their advantages</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.08</td>
<td>List the materials needed to build forcing structures</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.09</td>
<td>Develop a chart of covering materials with the durability, insulation qualities, and construction costs of each</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>01.10</td>
<td>List the functions of the alternate types of forcing structures</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 02.0 Nursery Management
The student will be able to:

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>02.01</td>
<td>Match terms and definitions associated with the nursery business</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>02.02</td>
<td>List the occupations related to nursery occupations</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>02.03</td>
<td>Select skills needed for various nursery occupations</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>02.04</td>
<td>Identify as true or false statements about nursery occupations</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>02.05</td>
<td>List occupations in nurseries that are common to your area</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>02.06</td>
<td>Explain the use of small propagating greenhouses</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### 03.0 Greenhouse Occupations
The student will be able to:

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>1</td>
<td>2</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>03.01</td>
<td>Match terms and definitions associated with greenhouse occupations</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>03.02</td>
<td>List and describe the occupations associated with greenhouse management</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>03.03</td>
<td>Name the amount of education and experience needed for each of the greenhouse occupations</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
04.0 Ornamental Plant Identification
The student will be able to:

01 02 03
04.01 Discuss the system of plant classification
04.02 Identify the parts of simple and compound leaves
04.03 Name the types of leaf arrangement, venation and margins
04.04 Identify the types of leaf arrangement to the stem
04.05 Identify the parts of a stem
04.06 Match stem modification to their descriptions
04.07 Identify the types of inflorescence
04.08 Identify 100 common ornamental indoor plants
04.09 Identify 100 common ornamental outdoor plants

05.0 Properties of Soils
The student will be able to:

01 02 03
05.01 Identify components and properties of soils
05.02 Recognize soil classification systems

06.0 Leveling and Land Measurement
The student will be able to:

01 02 03
06.01 Set up leveling instrument
06.02 Take rod readings
06.03 Determine difference in elevation of two or more points
06.04 Record field notes for differential leveling
06.05 Measure distance with steel tape
06.06 Determine percent of slope
06.07 Determine land area
06.08 Use the hand level
06.09 Read legal land descriptions
06.10 Lay out foundations, footings, and batter boards

07.0 Climate and Zonation
The student will be able to:

01 02 03
07.01 Match terms and definitions associated with climate and plant zones
07.02 List the factors which influence weather
07.03 Explain plant hardiness and the importance of it in choosing plants for landscaping

08.0 Lawn Site Quality and Preparation
The student will be able to:

01 02 03
08.01 Identify common lawn tools and the safety practices associated with them
08.02 Demonstrate the ability to prepare a lawnsite for proper drainage
08.03 Develop an irrigation plan for a lawn site
08.04 Demonstrate the ability to prepare a proper seedbed
08.05 Develop an overall plan for a lawn, protecting valuable natural features, to enhance property value

09.0 Maintaining Lawns
The student will be able to:

01 02 03
09.01 Describe how to properly water a lawn
09.02 Explain what happens when a newly seeded lawn has too much traffic
09.03 Describe the use of weed killers on a newly seeded lawn
09.04 Describe the mowing schedule of a newly seeded lawn
09.05 List the types of equipment for lawn mowing
09.06 Describe what each type of fertilizer does for a lawn
09.07 Develop a fertilizer schedule for a lawn
09.08 Identify common lawn problems
09.09 Select the qualities of a good and poor lawn
09.10 Demonstrate the ability to aerate a lawn
09.11 List the maintenance practices for lawns

10.0 Identification and Control of Turf Grass Pests
The student will be able to:

01 02 03
10.01 List the common diseases of turf grass
10.02 Describe the symptoms of various turf diseases
10.03 List the preventative management practices to avoid turf grass diseases
10.04 Identify the common insect pests harmful to lawns
10.05 Identify the common lawn diseases
10.06 Match the damage to the lawn with the pest responsible
10.07 Match the pests with the control measures for each
10.08 List the reasons for controlling weeds in lawns
10.09 Identify the common turf grasses used in the northwest and their specific area of advantage
10.10 List the management practice used in controlling lawn weeds

11.0 Pot Chrysanthemum Production
The student will be able to:

11.01 Name four holidays when chrysanthemums are in demand
11.02 Match the description of the bloom characteristics with the proper term
11.03 Explain the term "week group" and their importance in mum production
11.04 Describe how to promote vegetative growth throughout the year
11.05 Describe how to promote flower bud initiation throughout the year
11.06 List the proper steps for potting chrysanthemums
11.07 List the recommended temperature periods for producing high quality chrysanthemums
11.08 Explain the proper watering practices for chrysanthemums at various stages of growth
11.09 Recommend a fertilizer schedule for potted mums
11.10 Identify as true or false statements regarding pinching and disbudding
11.11 Describe the best stage of growth for selling mums
11.12 Demonstrate the ability to properly pot mums

12.0 Poinsettia Production
The student will be able to:

12.01 Match terms and definitions associated with poinsettia production
12.02 List the factors to coincide when choosing a poinsettia cultivar
12.03 Name the popular varieties of poinsettias
12.04 List the lighting schedule for producing a poinsettia crop to be sold on December 15
12.05 Describe how to pot up poinsettia cuttings
12.06 Demonstrate the ability to pot up poinsettia cuttings
12.07 Explain the differences between automatic, semi-automatic and hand watering of poinsettias
12.08 Recommend a fertilizer schedule for poinsettias
12.09 Select true statements regarding temperature effects on poinsettias
12.10 List the types of pinches and when they should be performed
12.11 Explain how to control the height of poinsettias through the use of chemical growth retardants
12.12 List the proper packing and shipping practices for poinsettias
12.13 List the directions for home care of poinsettia plants

13.0 Easter Lily Production
The student will be able to:

13.01 List the lily cultivars that are used for forcing
13.02 List the proper steps in propagating lilies
13.03 Describe the relationship between bulb size and flower county
13.04 Explain the reason for pre-cooling bulbs and determine the proper cooling schedule for Easter lilies
13.05 Describe the proper soil mix for lilies
13.06 List the steps in planting a bulb
13.07 Develop a fertilizer schedule for Easter lilies
13.08 Explain the proper watering practices for lilies
13.09 Select factors affecting the timing of a lily crop
13.10 Describe what happens to the lily stem under greenhouse conditions and how to correct this problem
13.11 List the steps that can be taken to control the height of Easter lilies
13.12 Explain the proper packing and shipping practices for both cut and potted lilies
13.13 Demonstrate the ability to properly pot lily bulbs

14.0 Floral Design
The student will be able to:

14.01 Match terms and definitions associated with floral design
14.02 List the types of containers which can be used in floral design
14.03 Select basic materials that are normally used for fresh flower arrangements
14.04 Select basic materials normally used for dried or silk flower arrangements
14.05 Discuss the proper use of color in floral design
14.06 List the basic color schemes used in floral design
14.07 Use a color wheel to determine combinations for various color schemes
14.08 Discuss the concepts of form, line, space, texture, and color
14.09 Discuss the use of symmetry and balance in an arrangement
14.10 List the sequence of procedure of planning a design
14.11 Select the types of floral designs
14.12 Explain the use of decorative accessories in floral designs
14.13 List the plant materials commonly used in floral arrangements and how to procure the materials
14.14 Demonstrate the ability to develop various types of floral arrangements for retail sale, based on cost of materials and labor
14.15 Demonstrate the ability to develop arrangements based on special themes, such as birthday, holiday, or anniversary
14.16 Evaluate flowers and potted plants for quality
14.17 Discuss storing and caring for cut flowers
14.18 Identify tools and equipment used in floral design

14.19 Discuss the concepts of form, line, space, texture, and color
14.20 Discuss the use of symmetry and balance in an arrangement
14.21 List the sequence of procedure of planning a design
14.22 Select the types of floral designs
14.23 Explain the use of decorative accessories in floral designs
14.24 List the plant materials commonly used in floral arrangements and how to procure the materials
14.25 Demonstrate the ability to develop various types of floral arrangements for retail sale, based on cost of materials and labor
14.26 Demonstrate the ability to develop arrangements based on special themes, such as birthday, holiday, or anniversary
14.27 Evaluate flowers and potted plants for quality
14.28 Discuss storing and caring for cut flowers
14.29 Identify tools and equipment used in floral design

15.0 Hydroponics
The student will be able to:

15.01 Match terms and definitions associated with hydroponics
15.02 Select factors involved in growing plants hydroponically
15.03 List the types of media used in hydroponic gardening
15.04 Describe how to properly apply water to the media
15.05 List the advantages and disadvantages of several hydroponic watering systems
15.06 List the major, minor, and trace elements in a nutrient solution
15.07 Demonstrate the ability to make stock solutions of nutrients
15.08 Describe the insect and disease problems pertaining to hydroponics
15.09 Identify the proper temperatures and humidities for hydroponics
15.10 Select materials used in the construction of a hydroponic system

16.0 Gardening
The student will be able to:

16.01 Locate a desirable garden site at home
16.02 Determine the size of garden a family of four would need
16.03 Plan a garden layout based on suggested planting groups
16.04 Select vegetable varieties based on family preference, geographies, and vegetable seed availability
16.05 Estimate cost and return of a home garden
16.06 Determine the proper time to prepare garden soil for crops
16.07 Demonstrate the ability to prepare garden soil with usual cultural practices
16.08 Demonstrate the ability to properly plant a garden
16.09 Demonstrate the ability to transplant vegetables from flats and hot beds
16.10 List proper garden irrigation methods
16.11 List the common garden fertilization methods

17.0 Horticulture Tools, Equipment, and Machinery
The student will be able to:

17.01 Match terms and definitions associated with horticulture tools
17.02 List the general rules for choosing garden tools
17.03 List the kinds of shovels
17.04 Name the kinds of hoes
17.05 Identify as true or false statements about hoes
17.06 List the kinds of shears
17.07 Name the kinds of spading forks and two uses of each
17.08 List some special tools used in horticulture
17.09 Select preventive maintenance techniques for horticulture tools
17.10 List the kinds of equipment used in horticulture and landscaping
17.11 Name the tractor implements used in horticulture applications

18.0 Electrical Controls and Sensing Devices
The student will be able to:

18.01 Identify types of controls by nomenclature and use, including thermostats, humidistats, photoelectric cells, magnetic relays, timers, pressure switches, and time delay equipment
18.02 Set controls such as timers and switches, for the desired performance
18.03 Use low voltage electrical control equipment
18.04 Interpret wiring diagrams
18.05 Select controls for electric motors from supply catalogs
18.06 Connect, start, and stop magnetic motor controllers
18.07 Install a timer circuit
18.08 Install a thermal delay relay control
18.09 Install a low voltage motor control system
18.10 Install switch control for starting 115 & 230 volt motors
18.11 Install a sensing device such as thermostat, humidistat, photoelectric cell, etc.

19.0 Salesmanship
The student will be able to:

19.01 Match terms and definitions associated with salesmanship
19.02 Describe how to be a service to the customer
19.03 Explain how to use persuasion in closing a sale
19.04 Discuss the necessity to educate the customer before proceeding in the sales process
19.05 Discuss how vital sales are in the American system of economy
19.06 List the steps in making a sale