

Sample Floriculture CDE - Determining Retail Pricing Practicum

This will not be the exact practicum the students will receive at the event; it is just an example to help you prepare your team. The questions may be greenhouse-based and asking how to calculate things for a school greenhouse plant sale, or they may be floral-based, as shown in the example below. This practicum will consist of 10 multiple-choice questions.

Recipe for Design		
Flowers		
Product	# of Stems Per Bunch, Box or Roll	Price
Tulips	10	\$22.50
Gerbera Daisies	1	\$1.99
Snapdragons	10	\$17.99
Ranunculus	10	\$29.95
Solidago	10	\$9.95
Greenery		
Leather Leaf	25	\$5.25
Sprenger Fern	10	\$7.95
FRESH MARK UP IS: 300%		
Hardgoods		
Purple Floral Ceramic Container	12	\$105.00
Oasis Wet Foam	48	\$56.00
HARDGOODS MARK UP IS: 250%		

- What is the COST of a fourth bunch of Sprenger Fern?
 - \$0.15
 - \$1.98
 - \$2.04
 - \$2.65
- What is the COST for a third brick of Oasis Wet Foam?
 - \$0.58
 - \$1.16
 - \$0.29
 - \$0.38
- What is the RETAIL mark up on a full bunch of Tulips?
 - \$2.25
 - \$67.50
 - \$22.50
 - \$6.75
- What is the COST of 1 stem of ranunculus?
 - \$1.92
 - \$29.95
 - \$2.99
 - \$8.97
- What is the RETAIL price of your container?
 - 12
 - \$105
 - \$8.75
 - \$21.87