

FLORS 93 Course Outline as of Fall 1999

CATALOG INFORMATION

Dept and Nbr: FLORS 93            Title: SYMPATHY WORK  
Full Title: Sympathy Design, Selling and Management  
Last Reviewed: 3/28/2022

Units		Course Hours per Week		Nbr of Weeks	Course Hours Total	
Maximum	2.00	Lecture Scheduled	1.50	17.5	Lecture Scheduled	26.25
Minimum	2.00	Lab Scheduled	1.50	6	Lab Scheduled	26.25
		Contact DHR	0		Contact DHR	0
		Contact Total	3.00		Contact Total	52.50
		Non-contact DHR	0		Non-contact DHR	0

Total Out of Class Hours: 52.50

Total Student Learning Hours: 105.00

Title 5 Category: AA Degree Applicable  
Grading:            Grade or P/NP  
Repeatability:    05 - May Be Taken for a Total of 4 Units  
Also Listed As:  
Formerly:        FLORS200.3

**Catalog Description:**  
Presents design work of casket covers, standing and flat sprays, set work, sympathy arrangements and lid pieces. The responsibility to the family, friends and mortuary. A mortuary and a cemetery will be visited to learn their needs and point of view concerning floral work. Selling sympathy work discussed.

**Prerequisites/Corequisites:**  
Flors 83B.

**Recommended Preparation:**

**Limits on Enrollment:**

**Schedule of Classes Information:**  
Description: Design work of casket covers, standing & flat sprays, set work, sympathy arrangements & lid pieces. Also, responsibility to family, friends & mortuary. (Grade or P/NP)  
Prerequisites/Corequisites: Flors 83B.  
Recommended:  
Limits on Enrollment:

Transfer Credit: CSU;  
Repeatability: May Be Taken for a Total of 4 Units

## **ARTICULATION, MAJOR, and CERTIFICATION INFORMATION:**

<b>AS Degree:</b>	<b>Area</b>			Effective:	Inactive:
<b>CSU GE:</b>	<b>Transfer Area</b>			Effective:	Inactive:
<b>IGETC:</b>	<b>Transfer Area</b>			Effective:	Inactive:
<b>CSU Transfer:</b>	Transferable	Effective:	Summer 1991	Inactive:	Fall 2005
<b>UC Transfer:</b>		Effective:		Inactive:	

**CID:**

**Certificate/Major Applicable:**  
Not Certificate/Major Applicable

## **COURSE CONTENT**

### **Outcomes and Objectives:**

The students will:

1. Explore the responsibility of dealing with family, friends and the mortuary. Understanding the uses of body flowers and their placement.
2. Create and design: casket covers, half and full couch, children's and infant's.
  - A. Sympathy arrangements; for mortuary, cemetery and home; using baskets, paper maiche, urns, stands, floor sprays; flat and standing.
  - B. Set work: heart, cross, wreath, fraternity pieces; cutting styrofoam, shaping and creating different shapes.
  - C. Crypt wall pieces; ground pieces for cemetery.
3. Understand the principles of selling sympathy work; to family, friends, clubs, organizations.
4. Learn the importance of positioning and set-up of floral displays at mortuary, cemetery, home.
5. Understand and develop empathy for the deceased's family while keeping your personal feelings under control.
6. Develop a working relationship with mortuaries and cemeteries; to understand and fulfill their need and requirements while meeting the needs of family.
7. Learn to use props to effectively display work.
8. Learn the uses of ribbon to enhance sympathy work; ribbon wrapping, lettering.
9. Selling sympathy work; who is usually responsible for certain pieces; taking care to write order as customer requested.
10. Selling materials seasonally; selling what is on hand or can be easily obtained.
11. Be able to do and understand above items to instructor's

satisfaction 85% of the time.

## **Topics and Scope:**

1. Introduction to sympathy work; dealing with family and friends.  
Attitude of class to funerals; mortuaries and cemeteries.
2. How not to get emotionally involved; empathy needed. Video from Society of American Florists on responsibility.
3. Lid pieces; what are they, where used, who orders. Using pre-made forms; hearts, pillows, crosses, rosary; free form lid pieces.
4. Using ribbon for special effects and additions to sympathy work.  
Lettering on ribbon; pens, paste on letters, glitter pens. Not a book on ribbon. Satin wrapping, braiding.
5. Sprays; kinds, equipment used. Easels; uses, sizes, kinds, new and used, restoring used easels. Spray packs - kinds, sizes; securing to easel.
6. Flat spray. Sizes, shapes, pricing. Spray packs; needle pack, oasis pack, wrapped pack. Flowers and foliages.
7. Standing sprays. Easel; pack for size of spray; secure to easel; how to display; selling.
8. Arrangements; vase, standard, floor, home; sizes, shapes, pricing; placement. Container; paper maiche (sizes and shapes); plastic, ceramic, basket, going to mortuary or home. Pricing; delivering.
9. Selling sympathy work; who usually is responsible for certain pieces; obtaining required materials (sell seasonally). Care in taking order as customer requested. Card; complete name, address and phone of sender. Legible writing, good spelling, no abbreviations.
10. Field trip to mortuary; their needs and requirement of florist.  
Florist responsibility to mortuary.
11. Casket covers: full or half couch. Study kinds, shapes and sizes.  
Importance of securing foam to tray; reinforce foam so as not to break up. Importance of color of casket to flowers used; foliages  
Placing tray on casket; height of casket cover; space in hearse.
12. Set work; kinds and styles; different forms. Organization piece, importance of knowing organization shapes, colors and traditions.  
Using styrofoam shapes, benefits and disadvantages; wrapping for stability; transporting styro. Breaking styro forms; how to repair.  
Feature pack, effective use of feature; where to place finishing edge of pieces; paper galex, ribbon, greens, flowers, other.
13. Field trip to cemetery; how flowers transported to cemetery; how placed at cemetery; how long do they stay at cemetery, who is responsible for flowers after leaving mortuary/at cemetery.
14. Understanding different religious and ethnic customs. How to comply so not to create more stress on the family. Discuss where to find information needed; where to find picture and description of fraternal pieces.
15. The unusual - you never know what will be requested for a funeral.  
Using styrofoam; cutting and shaping styro into anything requested; finishing it.
16. Delivering funeral work; how to support work in delivery vehicle.  
Don't break flowers; don't deliver piece that has been broken;  
if family is present when delivering, don't panic. They know why

you are there. Be courteous at all times. Be clean and neat; keep vehicle clean.

17. Positioning and set-up floral displays; importance of placement of family pieces.
18. Final written exam. Class project, make and set-up complete funeral display.

### **Assignment:**

1. Make different kinds and styles of body flowers for men and women. Design lid pieces for casket lid; free-form and using different forms.
2. Use ribbon for special effects. Ribbon wrap shaped pieces; braid ribbon; bows and streamers. Letter ribbon using different types and styles of lettering.
3. Set up different kinds and sizes of easels; determine how each kind is made, how stored and how made secure to hold pack. Restore used easel.
4. Make spray packs using poly-foil, wire and wet foam. Set-up pack holder and needle pack for spray. Attach each kind of pack securely to easel.
5. Design a flat spray using different kinds of packs. Discuss difference each kind of pack has for longevity of flowers.
6. Design a standing spray (look in design books for different styles). Determine size of pack to use for size and style of spray to be made. Mount pack on easel for style of spray to be made. Use different foliage to create the outline of the spray; add flowers. Show how spray should be displayed.
7. Design sympathy arrangements. Determine size of arrangement and where to be used (mortuary or home). Choose proper container. Determine price and how to deliver arrangement.
8. Sell a mock funeral, to a family; to a friend. Write order clearly and properly. After taking order make market list of flowers, foliage and supplies needed. Be sure to determine cost/mark-up when figuring materials needed.
9. Write enclosure card for order. Be sure front of card has all names correctly spelled and in right order. On back of card write description of piece sent; name and address of sending party. This helps the family identify which piece was sent by each person. Name and address of sender helps family in acknowledging remembrance.
10. Field trip to mortuary. Notebook required.
11. Set up casket tray with wet foam, secure adequately to tray, reinforce foam to keep from breaking up. Design casket cover for half couch and full couch. Determine color to be used in casket cover to compliment casket. (Always get description of casket). Determine height of casket cover to allow for transportation in hearse.
12. Solid set work; ribbon wrap work. Set up a shaped piece (heart, cross, wreath, pillow) on easel. Determine best height of easel for piece and where to be placed. If using styrofoam, reinforce for strength. Attach piece to easel, secure well; make sure all mechanics are hidden so will not cut anyone or other property.

13. Determine size and where to place feature pack. Make feature pack; secure to form. Finish edge of form; ribbon, paper galex, greens, flowers. Make set piece.
14. Field trip to cemetery. Notebook required.
15. Design a wall crypt piece.
16. Design a ground cup arrangement for cemetery.
17. Do research of different religious or ethnic customs. Determine where pictures, descriptions of sympathy pieces required by religious and fraternal organizations can be found. Draw and describe two different religious/fraternal pieces, using shape and color combination.
18. Cut styrofoam to make a distinct shape; shape, finish styro; attach to easel, reinforce against breakage.
19. Demonstrate proper delivery techniques for all kinds of sympathy work.
20. Draw floor plan of placement of floral pieces; family pieces, friends and acquaintances. Use as many kinds, styles and forms of sympathy work as possible. No less than 8 pieces.
21. Class project; do and set up a complete funeral display.

### Methods of Evaluation/Basis of Grade:

**Writing:** Assessment tools that demonstrate writing skills and/or require students to select, organize and explain ideas in writing.

None, This is a degree applicable course but assessment tools based on writing are not included because problem solving assessments and skill demonstrations are more appropriate for this course.

Writing  
0 - 0%

**Problem Solving:** Assessment tools, other than exams, that demonstrate competence in computational or non-computational problem solving skills.

Homework problems, Quizzes, Exams

Problem solving  
10 - 25%

**Skill Demonstrations:** All skill-based and physical demonstrations used for assessment purposes including skill performance exams.

Class performances, Performance exams,  
PARTICIPATION IN FINAL SET UP

Skill Demonstrations  
40 - 60%

**Exams:** All forms of formal testing, other than skill performance exams.

Multiple choice, True/false, Matching items, Completion

Exams  
10 - 25%

**Other:** Includes any assessment tools that do not logically fit into the above categories.

A NOTEBOOK IS REQUIRED AS THERE IS NO  
TEXTBOOK. OTHER FACTORS: ATTENDANCE  
EFFORT, GROWTH, CLASS PARTICIPATION

Other Category  
10 - 25%

**Representative Textbooks and Materials:**