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2018 Trophy Award Winner
SALI
SOUTH AFRICAN LANDSCAPERS INSTITUTE

Audits – Training – Environmental – Consulting – Project Management

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COURSE OUTLINE 2026

3-Day or 4-Day Basic Landscape Design, Horticulture, and Quoting Programme

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Course Introduction

Course Title: *Introduction to Landscape Design, Horticulture, and Quoting*
Objective:
Gain a solid foundation in horticultural principles, landscape design, and quoting practices for landscaping projects.
Target Audience:
Aspiring landscape designers, horticulturists, landscaping consultants, passionate gardeners and groundsman/ supervisors and head gardeners.
Duration:
3 or 4 days (Day 4 is optional and focused solely on the quoting process.)

DAY 1: HORTICULTURE

Session 1: How Plants Work
(NQF 119711 / 264241 / 116220)

- Root care and maintenance – root division
- Stem structure – propagation on-site/in-situ
- Leaf function – photosynthesis, transpiration, care
- Flower function – fertilization, pollination
- Seed propagation – stratification, sowing
- Propagation methods – seed, root, stem, leaf
- Tree/shrub pruning and staking

Session 2: Garden Soils
(NQF 264179 / 119703)

- Soil composition and why not to turn over soil
- Soil profiles – four levels
- Soil types: sand, clay, loam
- Soil improvement techniques
- Composting and mulching
- Soil pH

Session 3: Fertilizers
(NQF 119695 / 264258)

- Major plant nutrients and their functions
- Fertilizer types – organic vs synthetic
- Environmental effects
- NPK & trace elements
- Application methods and timing

Session 4: Pests and Diseases
(NQF 116124 / 12586 / 264236 / 119708)

- Identifying garden pests and diseases
- Organic and chemical control methods
- The role of insects – friend or foe?
- Garden allies and PPE safety practices

DAY 2: LANDSCAPE DESIGN PRINCIPLES AND SITE ASSESSMENT

1.1 Introduction to Landscape Design

- Definition and philosophy of landscape design
- Key design principles: Unity, Balance, Proportion, Rhythm, Focalization
- Design elements: Space, Line, Form, Texture, Colour

1.2 Site Assessment / Analysis

- Importance of site analysis
- Topography, drainage, soil, microclimates, vegetation, access

1.3 Tools and Measurements

- Measuring tools and techniques
- Drawing to scale: ratios (1:50, 1:100, etc.)
- Triangulation

1.4 Hands-On Exercise: Site Assessment

- Students assess a real/simulated site
- Create a basic site sketch

1.5 Practical Site Assessment Assignment

- Students analyse an outdoor space and submit measurements/sketches
- Lawns – weed control in lawns – care of lawns – maintenance – herbicide application

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DAY 3: CONCEPTUAL LANDSCAPE DESIGN & PLANT SELECTION

2.1 Developing a Conceptual Design

- Design stages: Concept → Preliminary → Detailed
- Landscape zoning (entryways, entertainment, privacy)
- Design styles: formal, informal, naturalistic
- Integration of plants, hardscapes, water features

2.2 Plant Selection for Design

- Growth habits, light/water needs, cold tolerance
- Choosing based on region, soil, climate
- Indigenous and non-invasive species
- Sustainable landscaping practices

2.3 Concept Design Drawing

- Introduction to concept design
- Template provided; students complete a draft

2.4 Final Drawing (Design to Scale)

- Plant legend, soft/hard landscaping
- Focal points and feature symbols
- Presentation of final design

2.5 Landscape Installation

- How do we now install this garden – installation process – planting methodology – groundcover, shrubs
- Hard Landscaping – installation methodology of cobblestone edging and paving -
- Planting of embankments to prevent erosion and plant care

Optional DAY 4: QUOTING PROCESS

3.1 Introduction to Quoting

- Importance of accurate quotes
- Quoting formulas (labour, material, equipment)

3.2 Material Calculations and BOQ

- Area, volume, and plant quantity calculations
- Standard formulas

3.3 Labour Costs and Time Estimation

- Task-based labour cost estimation
- Crew size and time management

3.4 Creating a Comprehensive Quote for landscape design installation of soft and hard landscaping and maintenance

- Full example including materials, labour, timeline
- Professional presentation of quotes

3.5 Hands-On: Bill of Quantities

- Students prepare a full quote including 30% overhead

3.6 Terms and Conditions in Quoting

- Key clauses in contracts and ethics in pricing

3.7 Presentation of Final Quote

- Presentation of quote for client/class.

Conclusion and Final Assessment

4.1 Course Wrap-Up
- Summary and closing remarks

4.2 Course Feedback
- Student feedback on course content and delivery

End of 4-Day Landscape Design, Horticulture, and Quoting Course Programme.

This outline delivers a comprehensive learning experience, combining design theory, horticultural knowledge, and practical business skills in quoting and planning real-world landscaping projects.