



Carat Weight

2 The Diamond Course



Diamond Council of America © 2015

Carat Weight

In This Lesson:

- The Beginning C
- Carats and Points
- Weight Fractions
- Trade Terms for Weight
- Weighing Diamonds
- Weight Precision
- Weight and Value
- Per-Carat Price
- Total Weight
- Size vs. Weight
- Choosing a Weight
- Presenting Options

THE BEGINNING C

In this lesson you're going to learn about diamond carat weight. While there's no set order for presenting value factors, this C is often a good place to begin. Carat weight is an obvious feature. It's also easy for most customers to understand. Many are familiar with weight terminology. They know a diamond's weight is measured in carats. They may even have a specific weight in mind when they walk into your store.

Some customers don't immediately comprehend price differences based on carat weight. They understand that a 1-carat diamond weighs twice as much as a 1/2-carat diamond, and they expect it to cost more. When they learn, however, that a 1 carat is not just twice as expensive, but considerably more, they wonder why. Explaining how weight relates to value then becomes your priority.



Actress Maria Menounos at the 2012 Golden Globe Awards, accessorizing her bright banana yellow dress with a 5-carat yellow diamond ring by Harry Kotlar.

A clear discussion of carat weight gives the customer essential information that helps minimize confusion and uncertainty. It can help you accomplish other important goals, too. By explaining carat weight effectively you can:

- Create greater appreciation for your product.
- Build trust in you and your firm.
- Guide the customer toward a purchase decision.

In Lesson 17 you'll examine the selling process, and you'll see how achieving these goals contributes to a successful presentation. This lesson will provide information you can begin using right away.

Lesson Objectives

When you have successfully completed this lesson you will be able to:

- Use weight terms that are appropriate for customers or professionals.
- Emphasize how carefully and precisely diamonds are weighed.
- Explain why diamond prices vary with weight.
- Follow ethical guidelines for presenting carat weight.
- Help customers make decisions concerning carat weight.

CARATS AND POINTS

Most Americans think of weight in terms of ounces, pounds, and tons. In recent years science and technology have also made the metric system of grams, milligrams, and kilograms more familiar. Diamonds and other gemstones have their own unique system of weights, however. Using and explaining this system can help you establish yourself as a professional in your customer's eyes.

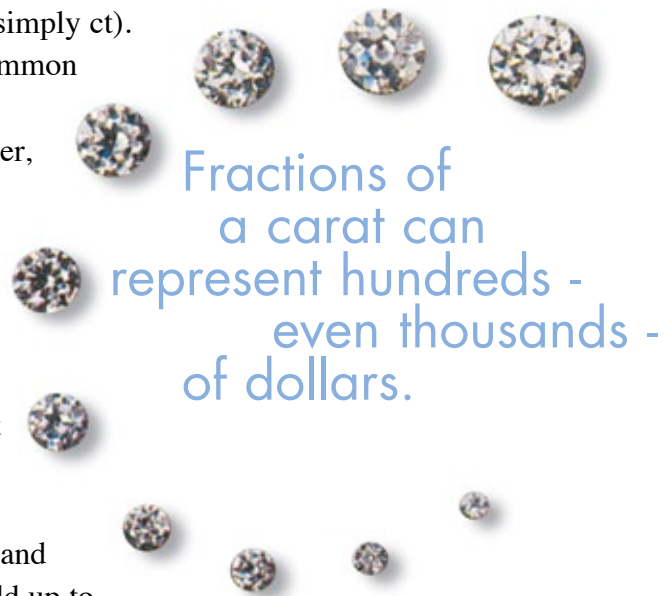
In Lesson 1 you learned that the standard unit of weight for diamonds is the **metric carat** (abbreviated mct, or simply ct). One carat equals 0.200 gram, or $1/5$ gram. In common US measurements, that's 0.007 ounce ($7/1000$ ounce). To put this into perspective for a customer, you might say it takes about 142 carats of diamonds to equal one ounce.

As precise a unit as the carat is, it's not precise enough for something as valuable as a diamond. Fractions of a carat can represent hundreds – even thousands – of dollars. So the carat is subdivided into 100 equal parts called **points**. One point (abbreviated pt) equals 0.01 carat, or $1/100$ carat. You can help customers understand and remember this by telling them that 100 points add up to one carat, just as 100 pennies add up to one dollar.

Carat weight is usually written in decimal numbers. For example, a diamond that weighs exactly 1 carat is recorded as 1.00 ct, and one that weighs exactly $1/4$ carat is recorded as 0.25 ct.

When professionals talk about diamonds weighing more than a carat, they also use decimals. If you're presenting a diamond that weighs 1.27 carats, you might say "one point two seven carats" or "one point twenty-seven carats." To avoid any possibility of confusion you could also say "one and twenty-seven hundredths carats."

The weights of diamonds less than a carat can be stated in decimals or in points. Thus, you could say a 0.27-carat diamond weighs "twenty-seven hundredths of a carat" or "twenty-seven points."



Some retail firms don't allow weight to be given in points because they feel it confuses customers. Others permit it, provided that you explain the term when you first use it. So know and follow your store's policy. Then practice until you can state any diamond's weight clearly.



Ancient peoples started the gem trade. Even then they realized the need for good tools to verify weights and measures.



Carob was abundant in gem trading areas of the ancient world and its small seeds are remarkably uniform in weight.

CARAT HISTORY

The carat has been used as a weight unit for thousands of years. It was originally based on the seeds of the carob tree. In fact, the English word carat comes from "keration," the Greek name for the tree.

Carob was abundant in gem trading areas of the ancient world and its small seeds are remarkably uniform in weight. Early merchants used the seeds as counterweights for the simple balance-type scales on which they weighed gems.

Over the centuries various cultures used other weight units such as the "grain" (based on wheat grains). As international trade developed in modern times, the carat gained general acceptance. However, its exact weight varied slightly from country to country.

In the early 1900s the International Committee on Weights and Measures defined the carat with reference to the metric system and that standard was eventually accepted around the world. The US adopted the metric carat in 1913.

WEIGHT FRACTIONS

Diamond weight can also be expressed in fractions, which are familiar and convenient. “One-quarter carat” is easier for many customers to understand than “twenty-five hundredths of a carat.” It’s also easier to say. In the diamond industry, however, weight fractions are used approximately, and they usually apply to *ranges* of weight. For example, a “quarter-carat” diamond might weigh from 23 to 29 points.

You don’t need to memorize a lengthy list of weight ranges. Just remember that when suppliers or other professionals say “a quarter carat,” they don’t necessarily mean exactly 0.25 carat. Customers, however, usually do expect fractions to be mathematically exact. To avoid misunderstandings you need to be careful with weight fractions.



To avoid misunderstandings with customers, clarify your use of weight fractions. Customers expect what you say to be mathematically correct.

Photo courtesy The Hearts On Fire Company.

Fraction	Weight
9/10	0.90 - 0.95 ct
7/8	0.84 - 0.89
3/4	0.70 - 0.83
5/8	0.57 - 0.69
1/2	0.47 - 0.56
3/8	0.38 - 0.46
1/3	0.30 - 0.37
1/4	0.23 - 0.29
1/5	0.18 - 0.22
1/6	0.15 - 0.17
1/8	0.12 - 0.14
1/10	0.09 - 0.11

This table shows frequently used weight fractions and the ranges to which they may refer. Ranges can vary slightly from one supplier to another.

Some jewelers feel that fractions should be used only when they’re exact. Others think it’s acceptable to use them more approximately if they’re clearly explained. If you’re presenting a diamond that weighs 0.32 carat, you could first say “thirty-two points” or “thirty-two hundredths of a carat.” Next you might explain, “That’s about a third of a carat.” Then you could use the fraction in the rest of your presentation.

Different firms have different policies regarding the use of weight fractions. As with points, know your store’s policy and follow it carefully. If you use approximate fractions, practice explaining them.

TRADE TERMS FOR WEIGHT

When diamond professionals communicate with each other, they describe weight in various ways. Different industry segments – mine production sorters, cutters, wholesalers, and so forth – often use different terms within their own groups. These specialized terms can confuse customers so they're not appropriate for most retail presentations. You should be familiar with those you may encounter in your work, however.

One common trade term for weight is **melee** (which rhymes with jelly). It refers to polished diamonds that weigh less than 20 points. Another example is **light-half**, which may mean anything from 45 to 49 points or **light carat** which may mean anything from .95 - .99ct.

Diamond wholesalers sometimes use the terms **grain** and **grainer**. One grain equals 0.25 (1/4) carat, and diamond weights may be described in multiples of that. Thus, you might hear a dealer refer to a diamond that weighs 0.75 (3/4) carats as a "three grainer." Like weight fractions, grains are usually approximate. A selection of three-grainers might include diamonds that range from 0.70 to 0.83 carat apiece.

Cutters and wholesalers also describe small diamonds in terms of how many it takes to equal a carat. For example, diamonds weighing 0.125 carat are sometimes called eights. That's because $8 \times 0.125 \text{ ct} = 1.00 \text{ ct}$. On a parcel of diamonds or an invoice you might see this written as 1/8s. You could find the average carat weight of the diamonds in the parcel by dividing the top number by the bottom number: $1 \div 8 = 0.125 \text{ ct}$.

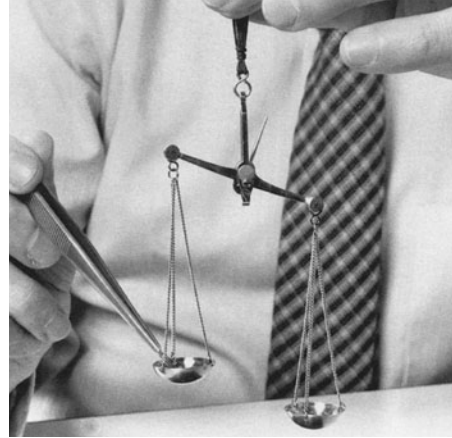


Manufacturers and wholesalers often describe small diamonds in terms of how many it takes to make a carat.

Weight	Stated	Written
0.125 ct	eights	1/8s
0.10	tens	1/10s
0.03	thirty-threes	1/33s
0.02	fifties	1/50s
0.015	seventies	1/70s
0.010	hundreds	1/100s
0.008	one twenty-fives	1/125s
0.007	one fifties	1/150s
0.005	two hundreds	1/200s

WEIGHING DIAMONDS

If you become a buyer or an appraiser, you'll need to learn to weigh diamonds. In some stores, weighing unset diamonds before and after they're shown is also a standard security procedure. Even if that's not the case in your store, you might want to explain to customers how diamonds are weighed. This can underscore your firm's reliability and quality control standards, so you should know the equipment and methods used in your store.



In its simplest form, a traditional balance consists of two pans suspended from a beam.

Today most
diamond
professionals rely
on electronic
gem scales.



Today, most jewelers use electronic balances. They are simple, fast, and most are accurate to a tenth of a point (0.001 ct.).

Photo courtesy Mettler.

Only unset diamonds can be weighed directly. In the past, this was done with a mechanical jeweler's balance, which essentially works like a seesaw. The simplest versions consist of two pans suspended from opposite ends of a beam that pivots on a metal frame. The diamond is placed in one pan and counterweights are placed in the other. When the pans balance exactly, the counterweights are added up to determine the diamond's weight. Over the years, various features have made jeweler's balances more convenient and more precise. Some stores still use balances. The most accurate models can weigh a diamond to 1/10 point, or 1/1000 carat.

Today most diamond professionals rely on electronic gem scales. Top models also weigh to 1/10 point (.001 ct.) and a digital display automatically indicates the weight. Electronic scales are fast, portable, and easy to operate.

WEIGHT PRECISION

Explaining the precision of a diamond's weight is a good way to build customer confidence in your product's value and your firm's integrity.

In the US, diamond weight is usually rounded – either up or down – to the nearest point, or 1/100 carat. For example, a weight of 0.995 to 1.004 carats is rounded to 1.00 carat. This is precise to 1/2 point or 5/1000 carat (.005ct) – or 35 millionths of an ounce. Precision to 1/2 point is also the standard for ethical weight representation under FTC guidelines.

Know how your store rounds diamond weights.



To be compliant with FTC Guidelines, the weight of a diamond must be accurate to within a half point (.005 ct).

Some international trade organizations and their members round weight up only when the number in the third decimal place (thousandths) is 9. Thus, 0.999 is rounded to 1.00 carat, but 0.998 is rounded to 0.99 carat. Some US organizations and firms also follow this

practice. It means a diamond's actual weight can be only 1/10 point or 1/1000 carat less than the stated weight, and it may be almost 1 point or 1/100 carat more.

Today, due to the precision and increasing use of electronic scales, diamond grading reports often record carat weight to the third decimal place without rounding.

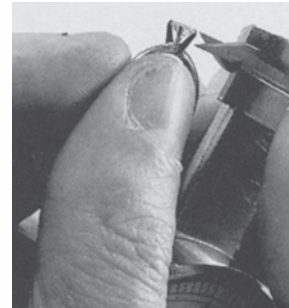
In order to use this information you obviously need to know how your firm rounds weight. Discuss that with your manager, and be sure to rehearse this part of your presentation before trying it with customers.

ESTIMATING WEIGHT

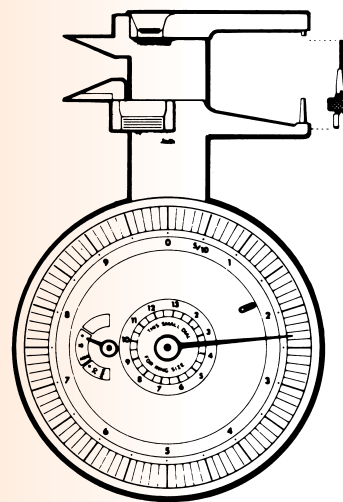
Sometimes a diamond's weight must be estimated instead of measured directly on a scale. It's important to be aware of this when you're working at the Customer Service counter or dealing with other professionals. (You'll learn more about customer service in Lesson 19.)

There are several reasons for estimating diamond weight:

- When a mounted diamond is appraised, the appraiser normally estimates its weight by measuring key dimensions and using those in a special math formula. This is safer and less expensive than removing the diamond from the mounting, weighing it, and then resetting it.
- If a customer breaks a diamond, it may be necessary to measure whatever is left and "reconstruct" the original dimensions. The dimensions can then be used to estimate the weight of the replacement diamond.
- To sort parcels of diamonds by weight, cutters and wholesalers often use diamond sieves. These have interchangeable metal plates (or screens) with perforations that correspond to different weights. Sorters begin with the screen that has the smallest holes they expect to need. After separating the diamonds that go through that screen, they use the next larger weight, and so on until all the diamonds are sorted.
- For quick weight estimates many bench jewelers use hole gauges – sheets of metal or plastic with holes of various diameters. The smallest hole a diamond fits indicates the approximate weight.



With some settings, you can get reasonably accurate measurements on a mounted diamond with a Leveridge Gauge.



The Leveridge Gauge



Large quantities of round brilliants are often sorted for approximate weight by sifting them through diamond sieves. The holes are graduated in fractions of a millimeter.

WEIGHT AND VALUE

To help customers understand the relationship between carat weight and value, you may have to overcome commodity thinking. Consumers are used to buying products like meat, fruit, and vegetables by weight. Many precious commodities like gold, silver, and platinum are also sold this way. Diamonds aren't commodities however, and you need to explain that a diamond's price isn't determined simply by weight. It depends on the rarity of the weight.



A 1 carat diamond is much more rare than two 1/2 carat diamonds.

A 1 ounce bar of gold is no rarer than two 1/2 ounce bars, so it will cost no more. In contrast, a 1 carat diamond is much rarer than two 1/2 carat diamonds of comparable quality. So the larger diamond will be more expensive than both the smaller diamonds added together.

Although this is a simple explanation, it's an important one. The price effects of clarity and color are also based on rarity. If you establish the link between rarity and value with carat weight, you set the stage for other Cs you need to discuss.

PER-CARAT PRICE

Differences in rarity are reflected in the per-carat prices of diamonds. Per-carat price is the cost for each carat of a diamond's weight. Most wholesalers quote diamond prices this way. For example, a wholesaler might say he has a 1.25 carat diamond for \$3,000 per carat. To find the total cost of the diamond, you'd multiply the per-carat price by the weight: $\$3,000/\text{ct} \times 1.25 \text{ ct} = \$3,750$.

Retailers normally state the total cost of a diamond, but per-carat prices can help customers make comparisons. If you say, "This diamond is \$2,000 per carat, and this one is \$3,000 per carat," the customer immediately understands there are significant differences. Explaining the differences can lead to other value factors – and ultimately to a purchase decision.

Diameter	Approximate Weight
1.00 mm	0.005 ct
1.30	0.01
1.70	0.02
2.40	0.05
3.00	0.10
3.40	0.15
3.80	0.20
4.10	0.25
5.20	0.50
6.50	1.00
7.40	1.50
8.20	2.00

This table shows the correlation between diameter and weight for average round diamonds up to 2 carats.

When you don't know a diamond's per-carat price, you can find it by dividing the total cost by the weight. If the total cost is \$1,350 and the weight is 0.75 carat: $\$1,350 \div 0.75 \text{ ct} = \$1,800/\text{ct}$. You can do this only if you know the cost of the diamond itself, however. When the price includes both the diamond and its mounting, you can't calculate the per-carat price. It's also impossible to calculate the per-carat price if jewelry contains diamonds of different weights or qualities.

If you plan to use per-carat prices in your presentations, do the calculations in advance. Then you'll be able to double-check your results and you won't have to interrupt your interaction with the customer.



It's impossible to calculate the per-carat price if jewelry contains diamonds of different weights or qualities.

TOTAL WEIGHT

Total weight is the combined weight of all the diamonds in an item of jewelry. When you present jewelry set with more than one diamond, you need to make sure the customer understands whether you're talking about the weights of individual diamonds, or the sum of them all. You might say something like, "The large diamond in the center weighs fifty-five points. The three smaller diamonds average twenty-four points – or about a quarter carat-apiece. The total weight of all of the diamonds is one point twenty-seven carats."

Whether you're stating the weights of individual diamonds or the total weight of all the diamonds, FTC guidelines say your representation must be accurate to the second decimal place (hundredths). That means the weight is rounded to the nearest point and the precision is within 1/2 point. If you use approximate weight fractions, you must explain the ranges of weight to which they refer.

CHOOSING A WEIGHT

Many customers decide on the carat weight of the diamond they want to own or give before they ever walk into your store. The basis for this decision might be information they've heard or read in various media sources. More often it's the weights of diamonds owned by members of the customer's or gift receiver's social circle – family, friends, and coworkers.

With other customers a good way to begin the decision-making process is to present a sequence of weights. You might start with a 1 carat diamond. If the customer indicates that's too expensive, politely acknowledge the objection and move on: "I understand. The good news is that this kind of brilliance and beauty comes in all prices. Let's look at something that may be closer to what you have in mind." Then show progressively smaller weights – for example, .90, 3/4, 1/2, 1/3 carat – until you receive a positive response. During this process, you can begin to discuss the other factors that affect value.



Whether you're stating the weight of individual diamonds or the total weight of all diamonds in a piece, the FTC Guidelines say you must be accurate to within 1/2 point (0.005 ct).

Photo courtesy Le Vian.



Many customers decide on a specific carat weight because of the influence of social circles.

After a customer expresses a preference concerning weight, you need to validate it. This builds the customer's confidence in his or her ability to make a purchase decision.

The validation might be as simple as agreeing "Yes, that's a good weight." Fact-based statements might be stronger, though. For example, the average weight range for the center diamond of an engagement ring is currently about 1/2 to 1 carat. If a diamond weighs more than that, you can say it's larger than the diamonds most women receive. If the diamond weighs a carat or more, you can tell the customer that only a small percentage of diamonds are as large. You might add that a large diamond shows its beauty and optical magic with a high degree of drama.

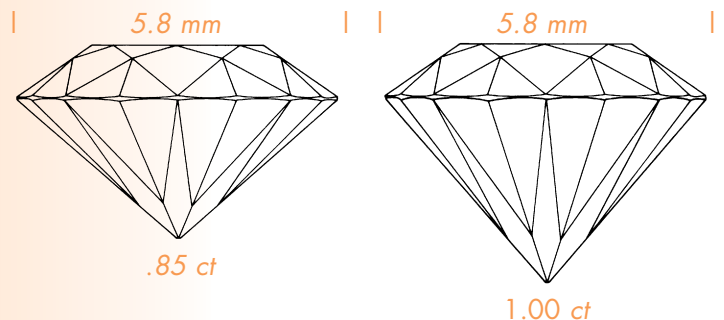
SIZE AND WEIGHT

Most customers use the terms “size” and “weight” interchangeably. Many professionals do also, but, the two are not the same. For diamonds and other gems, *size* relates to physical measurements (or dimensions) in millimeters, and *weight* means carats. The distinction might seem picky, but it’s actually quite significant.

One reason has to do with density, or the relationship between weight and physical size. (There’s more about this property in Lesson 9.) Different kinds of gems have different densities. Diamond, for example, is much more dense than emerald, so as a result, a 1-carat diamond will be considerably smaller than a 1-carat emerald. You need to be aware of this if you work with a customer who wants to replace one kind of gem with another in a mounting.

Making a clear distinction between size and weight can also help you in diamond sales presentations. In Lesson 1 you learned that proportions – the relative sizes and angles of a diamond’s parts and facets – affect cut quality. Certain proportions can make a diamond look small for its weight, while others do the opposite. A diamond may weigh, for example, one carat, but if much of its weight is in its depth, it might be smaller (in face-up dimension) than another one-carat. It might, in fact, be the same width measurement as a .85 or .90 carat. Proportions can affect appearance in other ways as well. Explaining these distinctions is critical when you discuss cut quality.

In Lesson 6, you’ll learn about proportions and the other factors that determine cut quality. Just remember that it’s important to use the terms size and weight accurately from the beginning of your presentations. That will make it easier to progress smoothly all the way through the 4Cs, from carat weight to cut.



PRESENTING OPTIONS

If there's a discrepancy between the carat weight a customer chooses and the amount he or she can afford, you can present some options to help solve the dilemma:

- Choose smaller diamonds with a total weight that equals the desired carat weight. An item set with ten 10-point diamonds will be much more affordable than one with a single 1 carat diamond. In today's jewelry designs smaller diamonds can also create dazzling visual effects. (You'll learn more about diamond jewelry in Lesson 7.)

An item set with
ten 10-point
diamonds will be
much more
affordable than one
with a single
1 carat diamond.



Present options to help a customer decide between the weight and the amount he or she can afford.

- Move down a weight category – for example, from 1 carat to 9/10 carat. Because both the per-carat price and the weight are less, the cost will be appreciably lower. Only an expert would notice any difference in appearance, however, and the customer can still say, “It’s about a carat” when asked about the weight.
- Compromise a bit on the other Cs – particularly clarity or color. Slight differences in these are apparent only to trained professionals working under controlled conditions, yet they have a significant impact on value. Suggesting this option also creates a perfect transition to your presentation of these factors, which you’ll learn about in the next two lessons.

FTC GUIDE 23.17 Misrepresentation of weight and “total weight.”

- (a) It is unfair or deceptive to misrepresent the weight of a diamond.
- (b) It is unfair or deceptive to use the word “point” or any abbreviation in any representation, advertising, marking, or labeling to describe the weight of a diamond, unless the weight is also stated as decimal parts of a carat (e.g., 25 points or .25 carat).

Note to paragraph (b): A carat is a standard unit of weight for a diamond and is equivalent to 200 milligrams (1/5 gram). A point is one one-hundredth (1/100) of a carat.

It is unfair
or deceptive to
misrepresent
the weight
of a diamond.

- (c) If diamond weight is stated as decimal parts of a carat (e.g., .47 carat), the stated figure should be accurate to the last decimal place. If diamond weight is stated to only one decimal place (e.g., .5 carat), the stated figure should be accurate to the second decimal place (e.g., “.5 carat” could represent a diamond weight between .495 - .504).

- (d) If diamond weight is stated as fractional parts of a carat, a conspicuous disclosure of the fact that the diamond weight is not exact should be made in close proximity to the fractional representation and a disclosure of a reasonable range of weight for each fraction (or the weight tolerance being used) should also be made.

Note to paragraph (d): When fractional representations of diamond weight are made, as described in paragraph (d) of this section, in catalogs or other printed materials, the disclosure of the fact that the actual diamond weight is within a specified range should be made conspicuously on every page where a fractional representation is made. Such disclosure may refer to a chart or other detailed explanation of the actual ranges used. (For example, “Diamond weights are not exact; see chart on p.X for ranges.”)

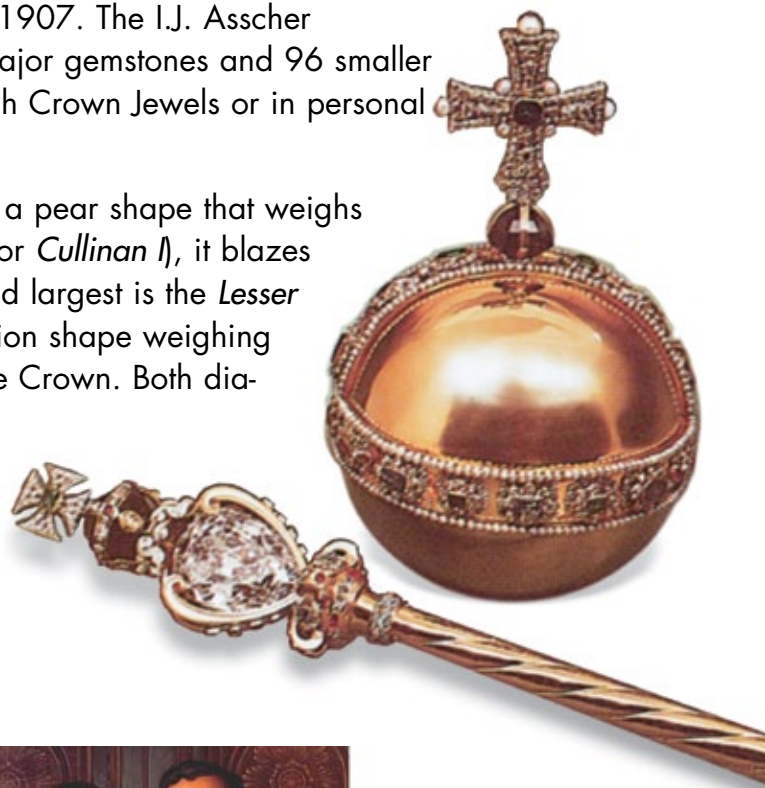
THE WORLD'S BIGGEST DIAMONDS

The *Cullinan Diamond* was the largest gem quality diamond that has yet been discovered and authenticated. (Larger ones are mentioned in myths and legends.) The rough crystal weighed 3,106.75 carats – or about 1 $\frac{1}{3}$ pounds – and it measured 2 x 2 $\frac{1}{2}$ x 4 inches. Discovered in South Africa in 1905, it was named for Thomas Cullinan, chairman of the mine from which it came.

The government of Transvaal (then a British Colony) purchased the diamond and presented it to Britain's King Edward VII in 1907. The I.J. Asscher Company of Amsterdam cut the crystal into 9 major gemstones and 96 smaller ones. The larger gems are now among the British Crown Jewels or in personal collections of the British Royal Family.

The largest diamond cut from the Cullinan is a pear shape that weighs 530.20 carats. Called the *Great Star of Africa* (or *Cullinan I*), it blazes from the Imperial Sceptre of England. The second largest is the *Lesser Star of Africa*, also known as *Cullinan II*. A cushion shape weighing 317.40 carats, it's mounted in the Imperial State Crown. Both diamonds are on display in the Tower of London in England.

The *Great Star of Africa* is the world's largest colorless polished diamond, but the largest polished diamond of all is the *Golden Jubilee*. It weighs 545.67 carats – a little more than 3 $\frac{3}{4}$ ounces – and is deep yellow-brown in color. The rough weighed 755.50 carats, and was discovered in South Africa in 1986. For several years after being cut, the diamond was simply called the *Unnamed Brown*. In 1996 a group of Thai businessmen purchased it and presented it to Thailand's King Bhumibol Adulyadej in honor of his Golden Jubilee. This diamond is now part of Thailand's crown jewels.



RECAP OF KEY POINTS

- Carat weight is a good place to begin your presentation of diamond value factors because it's easy for most customers to understand.
- The standard unit of weight for diamonds is the metric carat, which equals 0.200 or 1/5 gram. The carat is subdivided into points, which equal 0.01 or 1/100 carat each. If you use points in a presentation, define the term clearly.
- Diamond weight can be expressed in fractions, but diamond professionals use fractions approximately. If you use weight fractions with customers, explain them carefully.
- Diamond professionals use a variety of specialized weight terms when communicating with each other. *Melee* refers to polished diamonds weighing less than 20 points. *Light-half* means 45 to 49 points. *Light carat* usually means .95 - .99 ct. *Grain* and *grainer* apply to weights that are approximate multiples of 0.25 carat. *Eights* and similar numeric terms describe the number of diamonds that equal one carat.
- Unmounted diamonds are weighed directly on a balance or scale. The most accurate jeweler's balances and electronic gem scales can weigh a diamond to 1/10 point, or 1/1000 carat.
- In the US, diamond weight is usually rounded to the nearest point, or 1/100 carat. This is the FTC standard for weight representation. International trade organizations and some US firms round weight up only from 0.009 or 9/1000 carat.
- To help customers understand carat weight's effect on value, explain that a diamond's price depends on rarity. A 1 carat diamond is much rarer than two 1/2 carat diamonds, so it will be more expensive than both the smaller diamonds combined.
- Per-carat price is the cost for each carat of a diamond's weight. It provides a way of comparing different diamonds. Per-carat price = total cost ÷ weight. Total cost = per-carat price x weight.

- Total weight is the combined weight of all diamonds in an item of jewelry. When you present jewelry set with more than one diamond, make sure the customer is clear about the weights of individual diamonds as well as the total weight.
- Many customers decide on carat weight before they visit a jewelry store. An explanation of size vs. weight, and then seeing a selection of different sizes and weights can help them make decisions. When a customer expresses a preference concerning carat weight, be sure to validate it.
- If a customer can't afford the carat weight he or she desires, you might suggest choosing smaller diamonds that add up to that weight, moving down a weight category, or compromising a little on clarity or color.

LESSON 2 FOLLOW-UP CHECKLIST

_____ Ask your manager if store policy allows you to state carat weight in points or fractions. Next, pick a selection of diamonds from your inventory (say, from 10 or 15 points to over a carat). Then practice stating their weights in ways that follow store policy and also feel comfortable to you. Also practice defining the terms carat and point, and explaining fractions if you use them.

_____ Ask your manager or a qualified coworker to show you how diamonds are weighed. Try it yourself. Then work out a description of the equipment and the process in your own words.

_____ Find out how your store rounds diamond weight and develop appropriate statements about the precision of diamond weight measurements or representations. Remember to emphasize diamond's value, the strictness of quality standards, and your firm's integrity.

_____ Practice explaining how carat weight affects a diamond's price. Develop a few simple sales scenarios – for example, showing one diamond or two – and role-play them with a coworker.

_____ Ask your manager if store policy allows you to give per-carat prices. If it does, pick some diamonds from your inventory and calculate their per-carat prices. Remember that the diamonds must be unset, or you must know the cost of the diamonds without the mountings.

_____ Practice describing total and individual weights of diamonds set together in jewelry from your inventory.

_____ Practice presenting a sequence of diamond sizes - instead of weights - to help a customer choose one. Role-play this with a coworker.

_____ Practice making statements to validate a customer's decision on carat weight. Use jewelry from your inventory.

_____ Practice offering suggestions to resolve a dilemma between desired size or weight and budget. Role-play this with a coworker, too.

Lesson 2 Self-Test

This lesson also includes a Self-Test that's designed to help you gauge your comprehension of the lesson material. The test is an important part of the learning process, so be sure to complete it.

When you're ready to take the test, go to the Course Materials page (the one that lists all the lessons and click on "Take Self-Test." Make certain you select the test for this lesson).

All questions in the test are based on Lesson 2. More than one answer for a question might seem correct, but you should select the one **best** answer based on the lesson discussion.

As you take the test, you may refer to the lesson. To do this, you'll need to have the lesson loaded in a separate window of your browser.

If you feel certain about a question, try answering it without looking at the lesson. But if you're not sure, check the lesson before answering.

After you answer a question, you'll receive immediate results and feedback. You'll find out whether you answered correctly, what the correct answer was (in case you missed it), and also the page number in the lesson where the information can be found. Take time to review any material you're not completely clear on.

At the end of the test, you'll receive your overall results. Then you'll be able to continue to the next step in your coursework.

If you have questions or need help, please contact us. You can use this website – just click on Help. You can also email studenthelp@diamondcouncil.org or phone 615-385-5301 / toll free 877-283-5669.

***After you take the Self-Test for this lesson,
you'll be ready for Progress Evaluation 1.
This includes Learning Evaluation 1 plus
Training Evaluation 1 and Satisfaction Evaluation 1.***