

Student Name: _____

Date: _____

PROGRAM COMPETENCY PROFILE FOR CAREER TECHNICAL EDUCATION
Career Cluster: Hospitality and Tourism

Program Name: Cooking and Related Culinary Arts, General

CIP: 120500

Effective 9/2015

National Organization: National Restaurant Association Education Foundation (NRAEF)

Competencies (statement that provides the overview and defines the instructional area) Student will:	Knowledge, Content and Skills (what a student needs to know and be able to do and upon which they will be assessed) http://www.careertech.org/career-technical-education/cctc/careerreadypractices.html http://www.education.nh.gov/career/career/aaoi.htm	<u>NH Common Core State Standards</u> English/Language Arts/Literacy: ELA Mathematics: M	Rating Scale -Sample Performance Assessments (Performance tasks the student needs to demonstrate in order to be rated proficient in meeting the competency) Student will:				
Understand the restaurant and foodservice industry, including history, organizational structure, potential career paths and industry information sources.	1. Identify two segments of the restaurant and food service industry and give examples of businesses in each of the travel and tourism industry.	ELA: 2,4,6,9	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td><td>2</td><td>3</td><td>4</td> </tr> </table> Example: You have been assigned by your supervisor to research the types of foodservice operations within the commercial and non-commercial segments of the industry and present your findings.	1	2	3	4
1	2	3	4				
	2. Identify foodservice opportunities provided by the travel and tourism industry. CRP: Employ valid and reliable research strategies.	ELA:2,4 6.8, 9	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td><td>2</td><td>3</td><td>4</td> </tr> </table> Example: Your supervisor has asked you to create a multimedia presentation defining the key elements of jobs and career opportunities in both front and back of the foodservice operations. Cont. to #4	1	2	3	4
1	2	3	4				
	3. Identify career opportunities offered by the travel and tourism industry. CRP: Attend to personal health and financial well-being- CRP: Plan education and career path aligned to personal goals	ELA: 2,4 6.8, 9	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td><td>2</td><td>3</td><td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				
	4. Identify the two major categories of jobs in the restaurant and foodservice industry.	ELA:2,4 6.8, 9	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td><td>2</td><td>3</td><td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				

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	5. Outline the growth of the hospitality industry throughout the history of the world, emphasizing growth in the United States.	ELA5,6,8,9	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You have been asked to present to a high school culinary class about the historical events that shaped the hospitality industry in the United States, including famous chefs and important entrepreneurs. Cont. to #7	1	2	3	4
1	2	3	4				
	6. List chefs who have made significant culinary contributions, and note their major accomplishments.	ELA5,;6,8,9	<table border="1" data-bbox="1396 647 1627 680"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				
	7. List entrepreneurs who have influenced foodservice in the United States.	ELA5,;6,8,9	<table border="1" data-bbox="1396 721 1627 753"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				
	8. Identify the major influences, ingredients, flavors, and cooking techniques of <ul style="list-style-type: none"> • Northeastern cuisine • Midwestern American cuisine • Southern American cuisine • Southwestern American cuisine; and • West coast cuisine 	ELA:5,6,	<table border="1" data-bbox="1396 794 1627 826"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: In preparation for an American food festival, you will create a menu that features signature dishes from each culinary region in the United States that demonstrates your understanding of major influences, ingredients, flavors, and cooking techniques.	1	2	3	4
1	2	3	4				
	9. Identify the major influences, ingredients, flavors and cooking techniques of <ul style="list-style-type: none"> • French • Italian, • Spanish • Asian; and • South American cuisines 	ELA:5.6	<table border="1" data-bbox="1396 1042 1627 1075"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Create a buffet representing international cuisines for a multi-national hotel conference. Each station in the buffet must have an appropriate theme, and the menu cards must list key regional ingredients and flavor profiles.	1	2	3	4
1	2	3	4				

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	10. Identify national organizations that rate commercial lodging and foodservice establishments, and list factors used in making their rating judgments.	ELA:6,8	<table border="1" data-bbox="1396 422 1627 454"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You're an intern to an important food critic and must research reviews by the various rating organizations, which includes the factors used in their rating.	1	2	3	4
1	2	3	4				
	11. Define and outline the organization structure of food service industry. AAI 2. Management AAI 6. Labor Issues	ELA:4,	<table border="1" data-bbox="1396 600 1627 633"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You're the new executive chef/food service director for a hotel chain. You have been tasked to develop an organizational flowchart for each of the restaurants within the hotel.	1	2	3	4
1	2	3	4				
	12. List and describe the types of lodging operations.	ELA:2,4,6,9	<table border="1" data-bbox="1396 795 1627 828"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are an event planner and have to present your client with a list of available lodgings based on price and amenities available.	1	2	3	4
1	2	3	4				
Understand and Implement safety and sanitation procedures applicable to the restaurant and food service industry to maintain safe working environments.	13. Identify microorganisms that are related to food spoilage and food-borne illnesses; describe their characteristics and methods for growth.	ELA:4,6	<table border="1" data-bbox="1396 958 1627 990"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You have been asked to create a series of educational posters to promote food safety in your restaurant using FATTOM and the Flow of Food to establish the critical points of control to prevent food borne illness. Cont. to # 14	1	2	3	4
1	2	3	4				
	14. Describe symptoms common to food borne illnesses and how these illnesses can be prevented.	ELA:4,6	<table border="1" data-bbox="1396 1205 1627 1237"> <tr> <td>.1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example:	.1	2	3	4
.1	2	3	4				

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	15. Describe cross contamination and use of acceptable procedures when preparing and storing potentially hazardous foods.	ELA:7,8	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: In preparation for a health inspection, you must review procedures aimed at preventing critical violations as a result of cross contamination and incorrect preparation and storage procedures. Cont. to #16	1	2	3	4
1	2	3	4				
	16. List the major reasons for and signs of food spoilage and contamination.	ELA:7,8	<table border="1" data-bbox="1396 615 1627 647"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				
	17. Describe disposal and storage of types of cleaners and sanitizers and their proper use. CRP: Consider the environmental, social and economic impacts of decisions	ELA:2,4,8	<table border="1" data-bbox="1396 712 1627 745"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Using the information contained in Material Safety Data Sheets, your supervisor wants you to develop a system specific to your operation for proper use and storage of chemicals and sanitizers and to present your findings to the team.	1	2	3	4
1	2	3	4				
	18. Develop cleaning and sanitizing schedules and procedures for equipment and facilities.	ELA:2,4,8	<table border="1" data-bbox="1396 937 1627 969"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As the new manager, your boss has asked you to develop a master cleaning schedule.	1	2	3	4
1	2	3	4				
	19. Identify proper methods of waste disposal and recycling.	ELA:2,4,8	<table border="1" data-bbox="1396 1070 1627 1102"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Your supervisor has asked you to develop a sustainable recycling program to reduce costs and waste. You will present your findings to the group.	1	2	3	4
1	2	3	4				

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	20. Describe appropriate measures for insects, rodents, and pest control.	ELA:7	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As the manager, you have invited your local Pest Control Operator (PCO) to speak with your employees about how to identify potential signs of infestations.	1	2	3	4
1	2	3	4				
	21. Recognize sanitary and safety design and construction features of food production equipment and facilities (i.e. NSF, UL, OSHA, ADA, etc.).	ELA:2,	<table border="1" data-bbox="1396 586 1627 618"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Create a scavenger hunt for your employees to identify properly designed equipment for sanitation and safety based on recognizable industry markings.	1	2	3	4
1	2	3	4				
	22. Outline the requirements for proper receiving and storage of both raw and prepared foods.	ELA2,:4,6	<table border="1" data-bbox="1396 748 1627 781"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Create a chart that represents the Flow of Food through your operation, identifying the critical control points to avoid time and temperature abuse. Cont. to # 24	1	2	3	4
1	2	3	4				
	23. Conduct a sanitation self-inspection, and identify modifications necessary for compliance with standards.	ELA:2, 4,6	<table border="1" data-bbox="1396 935 1627 967"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				
	24. Identify the critical control points during all food handling processes as a method for minimizing the risk of food borne illness (HACCP system).	EIA2,:4.6	<table border="1" data-bbox="1396 1049 1627 1081"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				
	25. List common causes of typical accidents and injuries in the foodservice industry, and outline a safety management program.	ELA: 2,5,8	<table border="1" data-bbox="1396 1162 1627 1195"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Your supervisor has asked you to review OSHA safety standards. Your assignment is to identify potential hazards in your workplace and to develop an action plan for correction.	1	2	3	4
1	2	3	4				

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	26. Discuss appropriate emergency policies for kitchen and dining room injuries. CRP: Communicate clearly, effectively and with reason.	ELA:6,7,8	<table border="1" data-bbox="1396 422 1627 454"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As the food and beverage manager for a large restaurant and banquet facility, you are responsible for the safety and wellbeing of food handlers, serving staff, maintenance staff, administrators, and thousands of guests using your restaurant and banquet facility every day. Develop an outline of a comprehensive safety plan for your facility.	1	2	3	4
1	2	3	4				
	27. Describe appropriate types and use of fire extinguishers used in the foodservice area (ansul system)	ELA:2,8	<table border="1" data-bbox="1396 709 1627 742"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: A fire has broken out in the back of the house. You need to assess the situation in order to select the correct type of fire extinguisher	1	2	3	4
1	2	3	4				
	28. Describe the role of the regulatory agencies governing sanitation and safety protecting food safety. AAI 8. Health, Safety, and Environment	ELA:6, 8,	<table border="1" data-bbox="1396 872 1627 904"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Your supervisor has assigned you the task to present to the new staff training on the roles of the local BOH, FDA, USDA, and OSHA.	1	2	3	4
1	2	3	4				
Understand the characteristics, functions and food sources of the major nutrients in order to maximize nutrient retention in food preparation and storage cycles.	29. List food groups and recommended servings in USDA Food Guide Pyramid.	ELA:2,5	<table border="1" data-bbox="1396 1034 1627 1066"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Your supervisor has asked you to submit an additional recipe, which demonstrates an alteration of cooking technique and ingredients, to meet specific dietary needs; i.e. reduced carbohydrate, salt or fat, diabetic, etc. Cont. to #31	1	2	3	4
1	2	3	4				
	30. Discuss dietary guidelines and recommended dietary allowances.	ELA:2,5 M:2	<table border="1" data-bbox="1396 1310 1627 1343"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table>	1	2	3	4
1	2	3	4				

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	31. Describe primary functions and major food sources of major nutrients	ELA: 2,5	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table>	1	2	3	4
1	2	3	4				
	32. Interpret food labels in terms of the portion size, ingredients, and nutritional value.	ELA:2,8 M:2	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are assisting a customer in reading a food label so that she understands the portion size and how ingredients are listed according to amounts. Calculate the percentage of fat, protein, and carbohydrate	1	2	3	4
1	2	3	4				
	33. Discuss various diets (i.e. food allergies, alternative dieting).	ELA:2,8	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Your supervisor has requested you to attend training on allergens / specific diets in order to address customer needs.	1	2	3	4
1	2	3	4				
Understand and apply the correct standard culinary procedures and safety of tools, equipment, and knives as they apply to the principles of food preparation	34. Demonstrate knife skills and proper cuts (i.e. Julienne, Batonette, Brunoise, Paysanne, Small Dice, Large Dice, etc.), emphasizing proper safety techniques.	ELA:2,7 M:15	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As part of the job application and interview process, you are required to execute various basic knife cuts and shapes. Mastering these knife cuts will improve the quality of the food you cook, for two reasons. The chef has asked you to demonstrate the cuts and explain the two reasons. (uniform cooking times- enhance visual appeal)	1	2	3	4
1	2	3	4				

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	35. Identify and demonstrate proper and safe use of food processing and cooking equipment.	ELA:2,5,7,8	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are the kitchen manager in charge of training new hires. You must develop a training program that addresses at least the following two lessons: A) proper procedures for using all kitchen equipment B) proper procedure for using the equipment most frequently used by a new hire. Cont. to #36	1	2	3	4
1	2	3	4				
	36. Identify tools and equipment used in garde manger, emphasizing safety and sanitation procedures.	ELA: 2,5,7,8					
	37. Utilize weights and measures to demonstrate proper scaling and measurement techniques in cooking and baking.	ELA:2,7,8 M:2, 15,	<table border="1" data-bbox="1396 743 1627 776"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: The pastry chef has asked you to assist in giving a demonstration. You have been asked to pre-scale the ingredients in the recipe by both weight and volume. You will give an oral presentation on the impact in pre-scaling ingredients in a recipe and its impact on the completed product.	1	2	3	4
1	2	3	4				
Understand the concepts, techniques and demonstrate the required skills in producing a variety of hot and cold products.	38. Demonstrate how to read, follow, and prepare a standardized recipe.	ELA:2,7,8 M:7	<table border="1" data-bbox="1396 1024 1627 1057"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As part of a job application, you have been asked to demonstrate your ability to develop and follow a standardized recipe. You will write the information in standardized recipe format, increase/decrease batch or portion size as needed, prepare and be evaluated for accuracy, and offer solutions to any problems identified.	1	2	3	4
1	2	3	4				

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	39. Demonstrate a variety of cooking methods including roasting, baking, broiling, grilling, griddling, sautéing, frying, deep frying, braising, stewing, boiling, blanching, poaching, and steaming. AAI 4. Technical and Production skills	ELA:2,7,8	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: Your 75 seat, casual dining restaurant will open later this year. What is your restaurant’s theme, and how will your menu choices, which should include healthy nutritional options, reflect that theme? Select three cooking methods, and develop an appetizer, an entrée (protein, starch, and vegetable), and a dessert based on each method. Include three knife cuts in your pre-preparation techniques. Include what equipment and tools you will use to prepare your menu. Plan how each plate will be designed. Write up your plan, providing diagrams of your plate presentations. Cont. to #42	1	2	3	4
1	2	3	4				
	40. Demonstrate food presentation techniques with hot and cold foods.	ELA:2,7,8	<table border="1" data-bbox="1396 834 1627 867"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table>	1	2	3	4
1	2	3	4				
	41. Demonstrate garnishing techniques that may include fruit, vegetable carvings, and accompaniments.	ELA:2,7,8	<table border="1" data-bbox="1396 927 1627 959"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table>	1	2	3	4
1	2	3	4				
	42. Demonstrate fundamental skills in the preparation of cold items such as soups, salads, sauces, dressings, marinades, relishes, sandwiches, canapés, hors d’oeuvres ,garnishes, and charcuterie.	ELA:2,7,8	<table border="1" data-bbox="1396 1182 1627 1214"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table>	1	2	3	4
1	2	3	4				

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Understand the fundamentals of baking science as they apply to the preparation of a variety of food products.	43. Define baking terms.	ELA:2,4,7,8	<table border="1" data-bbox="1396 422 1627 454"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You work for a publishing firm. They are writing a culinary textbook. You have been asked to write the glossary of baking terms.	1	2	3	4
	1	2	3	4			
	44. Identify equipment and utensils unique to baking and discuss proper use and care ; commercial mixes and other labor saving products	ELA: 2,4 7,8 M:2,19	<table border="1" data-bbox="1396 649 1627 682"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are putting together a business proposal for a new bakery. As part of the financial information you need a complete list of all equipment and utensils needed for the proposed business.	1	2	3	4
	1	2	3	4			
45. Identify ingredients used in baking; describe their properties; and list the functions of various ingredients	ELA: 2,4 7,8	<table border="1" data-bbox="1396 839 1627 872"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are writing an article for an online website for beginning bakers. You must create a page that will help beginners understand the uses and functions of basic baking ingredients.	1	2	3	4	
1	2	3	4				
46. Demonstrate proper scaling and measurement techniques unique to baking.	ELA: 2,4 7,8 M:2,8,15,	<table border="1" data-bbox="1396 1029 1627 1062"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: The pastry chef has asked you to assist in giving a demonstration. You have been asked to pre-scale the ingredients in the recipe by both weight and volume. You will give an oral presentation on the impact in pre-scaling ingredients in a recipe and its impact on the completed product.	1	2	3	4	
1	2	3	4				

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	47. Participate in the production of crusty, soft, and specialty yeast products	ELA:2,7,8 M:2,8,15,	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You have opened a wholesale to retail bakery. You will need to prepare a variety of items that can be sold to the retail outlets. Cont. to # 50.	1	2	3	4
1	2	3	4				
	48. Participate in the production of : - quick-breads -variety of pies and tarts. -variety of types of cookies	ELA:2,7,8 M:2,8,15,	<table border="1" data-bbox="1396 615 1627 647"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table>	1	2	3	4
1	2	3	4				
	49. Participate in the production of creams, custards, puddings, and related sauces.	ELA:2,7,8 M:2,8,15,	<table border="1" data-bbox="1396 761 1627 794"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table>	1	2	3	4
1	2	3	4				
	50. Participate in the production of cakes and icings.	ELA:2,7,8 M:2,8,15,	<table border="1" data-bbox="1396 855 1627 888"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example:	1	2	3	4
1	2	3	4				
	51. Prepare a variety of fillings and toppings for pastries and baked goods.	ELA:2,8 M:2,8,15,	<table border="1" data-bbox="1396 950 1627 982"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You have opened a wholesale to retail bakery. You will need to prepare a variety of items that can be sold to the retail outlets. Based on available equipment & labor, how do you decide what to make from scratch or what convenience products to use?	1	2	3	4
1	2	3	4				

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Be knowledgeable in dining room service functions and different types of services in order to understand quality customer service.	52. Demonstrate basic dining room procedures.	ELA:2,4,	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are a dining room manager doing an evaluation of an employee using a checklist of policies and procedures. Complete the employee evaluation.	1	2	3	4
1	2	3	4				
	53. Demonstrate the general rules of table settings and service.	ELA:6,7,	<table border="1" data-bbox="1396 643 1627 675"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You a server; set a table for traditional styles of service.	1	2	3	4
1	2	3	4				
	54. Describe service staff roles; list duties of each for table service; and discuss various procedures for processing guest checks. AAI.5 Underlying Principals of Technology	ELA:2,4,8,9 M:2	<table border="1" data-bbox="1396 764 1627 797"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As the dining room manager, you have been assigned to update descriptions for service staff and check POS and cash register procedures.	1	2	3	4
1	2	3	4				
	55. Describe the various types of service delivery, such as quick service, cafeteria, buffet, and table service	ELA:2,6	<table border="1" data-bbox="1396 927 1627 959"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are the service manager at a resort with a variety of food operations. Determine the appropriate service styles for each venue.	1	2	3	4
1	2	3	4				
	56. Discuss sales techniques for service personnel, including menu knowledge and suggestive selling.	ELA2,6 M:2	<table border="1" data-bbox="1396 1122 1627 1154"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are the chef and are performing a pre-meal discussion for the new seasonal menu. You need to identify all ingredients with awareness to potential allergens, dietary needs, and procedures for suggestive selling. Cont. to #58	1	2	3	4
1	2	3	4				

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	57. Develop an awareness of special customer needs, including dietary needs and food allergies.						
	58. Explain inter-relationships and work flow between dining room and kitchen operations.	ELA:4,,6,8	<table border="1" style="display: inline-table; vertical-align: top;"> <tr> <td style="width: 20px; text-align: center;">1</td> <td style="width: 20px; text-align: center;">2</td> <td style="width: 20px; text-align: center;">3</td> <td style="width: 20px; text-align: center;">4</td> </tr> </table> Example: You are a dining room manager and will prepare a performance analysis to support or improve the dynamics between the front and the back of the house.	1	2	3	4
1	2	3	4				
	59. Discuss and demonstrate guest service and customer relations, including handling of difficult situations and accommodations for the disabled. CRP: Utilize critical thinking to make sense of problems and persevere in solving them	ELA:7,8	<table border="1" style="display: inline-table; vertical-align: top;"> <tr> <td style="width: 20px; text-align: center;">1</td> <td style="width: 20px; text-align: center;">2</td> <td style="width: 20px; text-align: center;">3</td> <td style="width: 20px; text-align: center;">4</td> </tr> </table> Example: You are a server, and you have a situation where you have to accommodate guests with issues such as physical disability, negative attitudes, and disorderly children. How would handle these situations?	1	2	3	4
1	2	3	4				
	60. Create menu item descriptions following established truth-in-menu guidelines, using basic menu planning and layout principles, and apply the principles of nutrition.	ELA:2,3,6,8,9	<table border="1" style="display: inline-table; vertical-align: top;"> <tr> <td style="width: 20px; text-align: center;">1</td> <td style="width: 20px; text-align: center;">2</td> <td style="width: 20px; text-align: center;">3</td> <td style="width: 20px; text-align: center;">4</td> </tr> </table> Example: You are a restaurant consultant and have been contracted to develop a new menu for a client. You will need to create a menu that offers healthy, nutritious choices using USDA recommendations. You will then give a multi-media presentation to the client, explaining different styles of menus and layouts, including truth in menu guidelines, highlighting the advantages and disadvantages of each.	1	2	3	4
1	2	3	4				
	61. Describe the importance of proper menu planning to the overall operation of the foodservice facility. AAI 1. Planning	ELA:2,6,8	<table border="1" style="display: inline-table; vertical-align: top;"> <tr> <td style="width: 20px; text-align: center;">1</td> <td style="width: 20px; text-align: center;">2</td> <td style="width: 20px; text-align: center;">3</td> <td style="width: 20px; text-align: center;">4</td> </tr> </table> Example: You are a restaurant consultant presented with a new menu. You will give feedback to the owner on the procedures needed to support that menu.	1	2	3	4
1	2	3	4				

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	62. Describe how a seasonal food impact relates to food cost. CRP: Demonstrate creativity and innovation	ELA:7,8 M:2	<table border="1" data-bbox="1396 423 1627 456"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You operate a local inn and have been approached by local growers to purchase their products. You have meetings with all of them to discuss the benefits and difficulties you face by purchasing locally produced, seasonal products.	1	2	3	4
1	2	3	4				
Be knowledgeable in the basic mathematical functions in order to differentiate between recipe, food, and labor costs and its association to the selling price.	63. Calculate food, beverage, and labor cost percentages by demonstrating the math functions used in foodservice operations. AAI.3 Finance CRP: Apply appropriate academic and technical skills CRP: Use technology to enhance productivity.	ELA:2,4,7,9 M:2,7,9	<table border="1" data-bbox="1396 647 1627 680"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As the chef, you are responsible for all inventories. Using an Excel spreadsheet, you need to complete the following: <ul style="list-style-type: none"> •determine monthly food cost % by completing monthly inventory with food purchased, opening, and closing inventories; and •calculate labor costs using provided schedules corresponding sales. 	1	2	3	4
1	2	3	4				
	64.Demonstrate the process of costing for recipes and recipes yield adjustments. Determine cost of food and selling price.	ELA:2,4,6,9 M:2,7,9	<table border="1" data-bbox="1396 992 1627 1024"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: You are the chef. Calculate the following: <ul style="list-style-type: none"> • the increase and decrease recipes by calculating conversion factor (CF); • cost of edible portion and yield factor using as purchased (AP) and edible portion (EP) costs; and • food cost %, cost of food, and selling price. 	1	2	3	4
1	2	3	4				

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Understand the importance of career readiness , and personal growth leadership to enhance career success	65. Demonstrate personal growth, community leadership, democratic principles, and social responsibility by participating in activities/events offered through student, industry, and/or community organizations. AAI 7. Community Issues AAI 9. Work Habits CRP: Act as a responsible and contributing citizen and employee CRP: Model integrity, ethical leadership and effective management	ELA:7,8	<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example As a local restaurateur, you have been asked by the community chairperson to organize and manage the food vendors participating in the annual community festival.	1	2	3	4
1	2	3	4				
	66. Work productively in teams while using cultural/global awareness.		<table border="1" style="width: 100%; text-align: center;"> <tr> <td>1</td> <td>2</td> <td>3</td> <td>4</td> </tr> </table> Example: As the restaurant manager, you have contracted a consultant to provide training to your staff on respecting cultural differences encountered in the workplace.	1	2	3	4
1	2	3	4				

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