

1. COURSE DESCRIPTION:

The following course will cover all aspects of planning a menu for a commercial kitchen. The business marketing, basic purchasing, and kitchen calculations will be covered

II. TOPICS TO BE COVERED:

1. MENU ENGINEERING.
2. BASIC MARKETING.
3. BASIC PURCHASING.

III. LEARNING OUTCOMES AND POTENTIAL ELEMENTS OF THE PERFORMANCE:

A. Learning Outcomes:

Each student will produce an ala carte menu for a restaurant of their choice together with costed recipes. Marks will be given for practicality, originality, accuracy and neatness. The project must be handed to the instructor by April 8th, 1998 in order to be evaluated.

B. Learning Outcomes and Elements of the Performance:

Upon successful completion of this course the student will demonstrate the ability to:

1. Menu Engineering

Elements of the Performance:

- define static, cycle, a la carte and table d'hote menus and cite typical uses of each and explain the importance of clientele in planning the menu
- identify various aspects of menu balance and design including: flavour texture colour, cooking methods, nutritional considerations, consumer trends, application of print technology and strategic formatting and graphics.

2. Basic Marketing

Elements of the Performance:

- develop menus using appropriate industry vocabulary
- develop, implement and evaluate marketing objectives and a basic marketing plan for a foodservice operation including the following: location, competition, situation analysis, needs analysis, demographics, prices and costs, advertising and sales plan, promotions
- List and differentiate types of service: French, Russian, English, Plate, Buffet, Banquet, Room Service, Fast Food and Take Out
- distinguish different menu items to the server and describe correct table setting and accompaniments required for each menu item.

3. Basic Purchasing

Elements of the performance:

- Identify and apply the basic principles of: Cost Controls, Yield Factors, Recipe Pre-cost, Pricing
- List the steps in the handling of all purchases in the food service industry.
- Describe the basic functions of: Purchasing, Receiving, Storage, Issuing, Taking, Monitoring and , Controlling Inventory
- Describe purchasing ethics
- Write purchasing specifications
- Describe the purchasing of: Beef, Poultry, Pork, Veal, Lamb, Fish, Dairy Products, Groceries.

III. EVALUATION METHODS:

The mark for this course will be arrived at as follows:

| | |
|---------|-----|
| TEST 1 | 25% |
| TEST 2 | 25% |
| TEST 3 | 25% |
| PROJECT | 25% |

The grading scheme used will be as follows:

| | | |
|----|--|--------------------------|
| A+ | 90 - 100% | Outstanding achievement |
| A | 80 - 89% | Excellent achievement |
| B | 70 - 79% | Average achievement |
| C | 60 - 69% | Satisfactory achievement |
| R | Repeat | |
| X | Incomplete. A temporary grade limited to special circumstances have prevented the student from completing objectives by the end of the semester. An X grade reverts to an R grade if not upgraded within a specified time. | |

V. SPECIAL NOTES

1. In order to pass this course the student must obtain an overall **test/quiz** average of 60% or better.
2. Assignments must be submitted by the due date according to the specifications of the instructor. Late assignments will normally be given a mark of zero. Late assignments will only be marked at the discretion of the instructor in cases where there were extenuating circumstances.
3. The instructor reserves the right to modify the assessment process to meet any changing needs of the class. Consultation with the class will be done prior to any changes.
4. The method of upgrading an incomplete grade is at the discretion of the instructor, and may consist of such things as make-up work, rewriting tests, and comprehensive examinations.
5. Students with special needs (eg. physical limitations, visual impairments, hearing impairments, learning disabilities) are encouraged to discuss required accommodations confidentially with the instructor.
6. Your instructor reserves the right to modify the course as he/she deems necessary to meet the needs of students.

VI. PRIOR LEARNING ASSESSMENT:

Students who wish to apply for advanced credit in the course should consult the instructor.

VII. REQUIRED STUDENT RESOURCES

Check with Instructor for required textbook.

SAULT COLLEGE OF APPLIED ARTS & TECHNOLOGY
NORTHERN ONTARIO HOSPITALITY AND TOURISM INSTITUTE
SAULT STE. MARIE, ONTARIO, CANADA

COURSE OUTLINE

COURSE TITLE: WINES

CODE NO.: FDS 118 SEMESTER: 2

PROGRAM: HOTEL AND RESTAURANT MANAGEMENT

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DATE: 1997 12 29 PREVIOUS OUTLINE DATED: 1996 12

APPROVED: *Joseph C. Kuehler* *Jan 6/97*
DEAN, SCHOOL OF BUSINESS & HOSPITALITY DATE

TOTAL CREDITS: 2

PREREQUISITES: NONE

LENGTH OF COURSE: 2 HR./WK. TOTAL CREDIT HOURS: 32

COURSE DESCRIPTION:

This course introduces hospitality students to the world of wine. Specifically, students will acquire knowledge of the wine-making process and the commercially accepted domestic and imported wines used in food and beverage operations. In addition, the students will develop the skills needed to select, stock, maintain and recommend wine within a licenced food and beverage establishment. As future managers in the hospitality industry, students of the Northern Ontario Hospitality and Tourism Institute (N.O.H.T.I.) will add to their portfolio the knowledge of wine and how it contributes to customer satisfaction in the lodging and food and beverage industry.

II. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE:

Upon successful completion of this course the student will demonstrate the ability to:

- 1) Identify and analyse grape varieties and the wine-making process.

Potential elements of the performance:

- *describe the anatomy of the grape, acidity and climatic requirements
- *list and explain the steps in the wine-making process
- *discuss the storage and aging of wine
- *identify the different types of wine
- *use industry-accepted wine terminology

- 2) Apply knowledge of the major wine regions of the world.

Potential elements of the performance:

- *identify and describe the specific cultural, governmental, and climatic, characteristics of the major wine-producing regions of the world
- *describe the specific grape varieties found in the major wine-producing regions of the world
- *outline the specific quality and production standards of the main commercially-produced wines

- 3) Identify and show understanding of the importance of professional knowledge of wines in the hospitality industry.

Potential elements of the performance:

- *outline the proper methods of wine handling and storage
- *decipher restaurant wine lists and commercially-accepted wine labels
- *describe the factors considered when selecting and selling wine
- *demonstrate the proper service of wine
- *describe the art of wine-tasting
- *identify food and wine principles and industry-accepted combinations
- *select the proper glassware appropriate to different types of wines
- *identify wine marketability in various forms of food and beverage operations

- 4) Develop ongoing personal professional development strategies and plans to enhance leadership and management skills for the hospitality environment.

Potential elements of the performance:

- *solicit and use constructive feedback in the evaluation of her/his knowledge and skills
- *identify various methods of increasing professional knowledge and skills
- *apply principles of time management and meet deadlines
- *recognize the importance of the guest, the server-guest relationship, and the principles of good service

III. TOPICS

Note: These topics sometimes overlap several areas of skill development and are not necessarily intended to be explored in isolated learning units or in the order below.

- *grape analysis
- *wine-making process
- *major wine-growing regions of the world
- *grape varieties
- *production and sales standards
- *wine storage
- *wine selection and service
- *wine tasting
- *matching food with wine
- *wine substitutes

WINES, FDS 118

REQUIRED RESOURCES/TEXTS/MATERIALS:

Marie, Darling & Eijbich. The Wine Manual. Gage Educational Publishing Company, Toronto, 1997.

ADDITIONAL REFERENCE

Aspler, T., Tony Aspler's Wine Lover's Companion. 2nd ed. McGraw-Hill Ryerson, Toronto, 1994.

V. EVALUATION PROCESS/GRADING SYSTEM

FINAL GRADE REPORTING

| | | |
|----|------------|---|
| A+ | 90% - 100% | Consistently outstanding |
| A | 80% - 89% | Outstanding Achievement |
| B | 70% - 79% | Consistently Above Average |
| C | 60% - 69% | Satisfactory |
| R | Below 60% | Repeat - objectives have not been met |
| CR | | Credit exemption |
| X | | A temporary grade, limited to extenuating circumstances, giving a student additional time to complete course requirements |

NOTE: Students may be assigned an "R" grade early in the course for unsatisfactory performance.

EVALUATION

| | |
|-------------------------|------------|
| 3 Tests | 60% |
| Project/Assignments | 30% |
| Student Professionalism | 10% |
| Total | <hr/> 100% |

GUIDELINES RE GRADING:**ASSIGNMENTS:**

Since one of our goals is to assist students in the development of proper business habits, assignments will be treated as reports one would provide to an employer, i.e. in a timely and businesslike manner. Therefore, assignments will be due at the beginning of class and will be 100% complete. All work is to be typed, properly formatted, assembled and stapled prior to handing in. No extension will be given unless the student and the professor have come to an agreement prior to the due date.

TESTS:

If a student is not able to write a test because of illness or a legitimate emergency, that student must contact the professor prior to the test or as soon as possible and provide an explanation which is acceptable to the professor. In cases where the student has contacted the professor and where the reason is not classified as an emergency, i.e. slept in, forgot, etc., the highest achievable grade is a "C". In cases where the student has not contacted the professor, the student will receive a mark of "0" on that test.

VI. SPECIAL NOTES**Dress Code**

All students are required to wear their uniforms while in the hospitality and tourism institute, both in and out of the classroom.

Special Needs

If you are a student with special needs (eg. physical limitations, visual impairments, hearing impairments, learning disabilities), you are encouraged to discuss required accommodations with the professor and/or contact the Special Needs Office, Room E1204, Ext. 493, 717, 491 so that support services can be arranged for you.

Plagiarism

Students should refer to the definition of "academic dishonesty" in the "Statement of Student Rights and Responsibilities." Students who engage in "academic dishonesty" will receive an automatic failure for that submission and/or such other penalty, up to and including expulsion from the course, as may be decided by the professor.

Retention of Course Outlines

It is the responsibility of the student to retain all course outlines for possible future use in acquiring advanced standing at other post-secondary institutions.

Substitute course information: available at Registrar's Office.

The professor reserves the right to modify the course as deemed necessary.

