

## ***Chapter 1: Breakfast Food and Sandwiches***

### **Section 1.1**

- 1.1 List the characteristics of milk and identify ways to keep it safe.
- 1.2 Identify the different forms of cream and their fat contents.
- 1.3 Differentiate between butter and butter substitutes and recognize the characteristics of each.
- 1.4 Identify the different types of cheese and give examples of each.
- 1.5 List the characteristics of eggs and identify ways to keep them safe.
- 1.6 Prepare and serve eggs using a variety of cooking methods.

### **Section 1.2**

- 1.7 Prepare pancakes, crepes, waffles, and French toast.
- 1.8 Prepare ham, hash, grits, cold cereals, oatmeal, and sausage.
- 1.9 Prepare coffee, tea, and cocoa.

### **Section 1.3**

- 1.10 Give examples of different types of sandwiches, including simple hot, open-faced, hors d'oeuvres, grilled, deep-fried, and simple cold.
- 1.11 Explain the roles of the three components of a sandwich: bread, spread, and filling
- 1.12 Prepare common sandwich spreads and fillings.
- 1.13 List the necessary tools and equipment to make sandwiches at a sandwich station.
- 1.14 Demonstrate preparation of several types of sandwiches.

## ***Chapter 2: Nutrition***

### **Section 2.1**

- 2.1 Explain why nutrition is important to the foodservice industry.
- 2.2 List the six basic types of nutrients found in food.
- 2.3 Describe how phytochemicals and fiber function in the body.
- 2.4 Name the types of carbohydrates and fats and describe their function in the body.
- 2.5 Identify food sources of carbohydrates and fats.
- 2.6 Describe cholesterol and identify its food sources.
- 2.7 Describe the makeup of proteins and their function in the body.
- 2.8 Identify food sources of proteins.
- 2.9 Describe the three major vegetarian diets.
- 2.10 List the functions of vitamins, minerals, and water in the body.
- 2.11 Identify food sources of vitamins, minerals, and water.
- 2.12 Explain what food additives are and how they function in food.
- 2.13 Explain the role of digestion in nutrition and health.

### **Section 2.2**

- 2.14 List and describe techniques for food preparation that preserve nutrients.

- 2.15 Suggest ways to make menus and recipes more healthful.
- 2.16 Suggest healthful substitutes for high-fat items.
- 2.17 List and define recent developments in food production that may affect nutrition.

## ***Chapter 3: Controlling Foodservice Costs***

### **Section 3.1**

- 3.1 Identify the types of costs incurred by a foodservice business and give examples of each.
- 3.2 Explain the purposes of a budget.
- 3.3 Explain the purpose of a profit-and-loss report.
- 3.4 Identify methods for analyzing profit-and-loss reports.
- 3.5 Explain the purpose of invoices in a foodservice business.
- 3.6 Identify tools to help control costs.

### **Section 3.2**

- 3.7 Define and calculate food cost and food cost percentage.
- 3.8 Given a problem, calculate as purchased (AP) and edible portion (EP) amounts.
- 3.9 Calculate the total cost and portion costs of a standardized recipe.
- 3.10 Develop a recipe cost card for a standardized recipe.
- 3.11 Explain the importance of portion control to food cost.
- 3.12 Give examples of portion-control devices used in foodservice operations.
- 3.13 List the steps in the process to control food costs.
- 3.14 Forecast sales by analyzing and evaluating sales histories, popularity indices, and production sheets.
- 3.15 Calculate a recipe's yield and the number of portions it will produce.
- 3.16 Use a conversion factor to calculate a new yield for an existing recipe.
- 3.17 Explain the importance of standards for controlling production volume.
- 3.18 List and describe standard procedures used for controlling production volume.
- 3.19 List and explain the various methods for menu pricing.

### **Section 3.3**

- 3.20 Explain the importance of standard labor costs to a business's success.
- 3.21 List factors that affect labor costs.
- 3.22 Describe the relationship between sales volume and labor costs.
- 3.23 Explain the difference between a master schedule and a crew schedule.
- 3.24 Describe the components and factors to consider when developing labor schedules.

## ***Chapter 4: Salads and Garnishing***

### **Section 4.1**

- 4.1 Identify and describe the various ingredients used to make salads.
- 4.2 List the four parts of a salad and explain the role of each.
- 4.3 Identify various types of salad and explain how to prepare them.

**Foundations of Restaurant Management & Culinary Arts, Level Two**  
**Learning objectives, FINAL version: 3.25.10**

- 4.4 Explain the roles of salads on the menu.
- 4.5 Design attractive salads.
- 4.6 Identify proper procedures for cleaning salad greens.
- 4.7 Identify proper procedures for storing salads.

**Section 4.2**

- 4.8 Differentiate among various oils and vinegars.
- 4.9 Prepare vinaigrettes and other emulsions.
- 4.10 Match dressings to salad ingredients.
- 4.11 Give examples of ingredients used to make dips.
- 4.12 Prepare several dips.

**Section 4.3**

- 4.13 Give examples of garnishes.
- 4.14 Describe and prepare ingredients commonly used as garnishes.
- 4.15 Garnish various items, including plates, desserts, and soups.

***Chapter 5: Purchasing and Inventory***

**Section 5.1**

- 5.1 Define the terms purchasing, selection, and procurement.
- 5.2 Outline the objectives of the purchasing function in a foodservice operation.
- 5.3 Explain the relationship between primary and intermediary sources and retailers.
- 5.4 Explain the differences between formal and informal buying and the formal bidding process.
- 5.5 List the types of goods and service that a foodservice operation might buy.
- 5.6 Describe the buyer's role in a foodservice operation and explain the importance of ethical behavior to a buyer.

**Section 5.2**

- 5.7 List the factors that help to determine an operation's quality standards.
- 5.8 Identify ways to communicate quality standards and give examples of standards a foodservice operation might use.
- 5.9 Describe buyer considerations when conducting a make-or-buy analysis.
- 5.10 Outline the process for procuring products and services.
- 5.11 Identify production records used to calculate buying needs.
- 5.12 Write purchase orders to items to be purchased.
- 5.13 List ways to verify that supplier services meet an operation's needs.
- 5.14 List factors that affect food prices.

**Section 5.3**

- 5.15 List proper procedures for receiving deliveries.
- 5.16 List proper procedures for storing food and supplies.
- 5.17 Describe perpetual inventory and physical inventory systems.
- 5.18 Explain the difference between perishable and nonperishable food items.

## **Chapter 6: Meat, Poultry, and Seafood**

### **Section 6.1**

- 6.1 Outline the federal grading systems for meat.
- 6.2 Describe the various kinds of meat.
- 6.3 Identify the proper purchasing and storing procedures for meat.
- 6.4 List factors that affect purchasing decisions for meat.
- 6.5 Outline basic techniques for cooking meat.
- 6.6 Match various cooking methods with different forms of meat.

### **Section 6.2**

- 6.7 Outline the federal grading systems for poultry.
- 6.8 Describe the various kinds of poultry.
- 6.9 Identify the proper purchasing and storing procedures for poultry.
- 6.10 List factors that affect purchasing decisions for poultry.
- 6.11 Outline basic techniques for cooking poultry.
- 6.12 Match various cooking methods with different forms of poultry.

### **Section 6.3**

- 6.13 Outline the federal grading systems for seafood.
- 6.14 Describe the various kinds of seafood.
- 6.15 Identify the proper purchasing and storing procedures for seafood.
- 6.16 List factors that affect purchasing decisions for seafood.
- 6.17 Outline basic techniques for cooking seafood.
- 6.18 Match various cooking methods with different forms of seafood.

### **Section 6.4**

- 6.19 Identify and describe different types of charcuterie.
- 6.20 Explain *garde manger* and how it relates to charcuterie.

## **Chapter 7: Marketing and the Menu**

### **Section 7.1**

- 7.1 Define marketing, and list the steps in the marketing process.
- 7.2 Explain the role that marketing plays in determining products and services.
- 7.3 List factors that affect a market environment.
- 7.4 Define target market, and explain why it is important to a business.
- 7.5 Identify the parts of a SWOT analysis.
- 7.6 List ways to attract and keep customers.

### **Section 7.2**

- 7.7 List reasons why promotions are important.

**Foundations of Restaurant Management & Culinary Arts, Level Two**  
**Learning objectives, FINAL version: 3.25.10**

- 7.8 Identify the steps in developing a promotion mix and a promotion plan.
- 7.9 Explain the importance of training to promotions.
- 7.10 Recognize different types of sales promotions.
- 7.11 List the benefits of public relations.
- 7.12 Identify opportunities for public relations.

**Section 7.3**

- 7.13 Explain the importance of the menu to a foodservice operation.
- 7.14 Describe à la carte, table d'hôte, California, limited, du jour, and cycle menus.
- 7.15 Organize the information on a menu.
- 7.16 Explain principles of menu layout and design.
- 7.17 Identify ways to test new menu items.

**Section 7.4**

- 7.18 Explain the purposes of a menu sales mix analysis.
- 7.19 Define profitability and target margin.
- 7.20 Classify menu items according to their popularity.
- 7.21 List and compare basic pricing methods.

**Chapter 8: Desserts and Baked Goods**

**Section 8.1**

- 8.1 Identify and use common ingredients in baking.
- 8.2 Calculate ingredient weights using baker's percentages.
- 8.3 Convert baking recipes to a new yield.
- 8.4 Differentiate between lean doughs, rich doughs, sponge doughs, and sourdoughs, and give examples.
- 8.5 Mix yeast dough using the straight mix method.
- 8.6 Proof bake shop items.
- 8.7 Prepare yeast breads.

**Section 8.2**

- 8.8 Prepare different types of quick breads and cake batters.
- 8.9 Identify the functions of icings and determine which are best suited for different baked goods.
- 8.10 Describe and prepare steamed puddings and dessert soufflés.

**Section 8.3**

- 8.11 Prepare pie dough using the 3-2-1 method.
- 8.12 Describe the procedure for baking blind.
- 8.13 Describe roll-in dough, phyllo dough, and pâte à choux.
- 8.14 Prepare cookies using various makeup methods.

## **Section 8.4**

- 8.15 Explain how chocolate is made, including chocolate liquor, cocoa butter, and cocoa powder.
- 8.16 Demonstrate how to store chocolate properly.
- 8.17 Explain how chocolate is tempered.

## **Section 8.5**

- 8.18 Explain how crème anglaise, pastry creams, and Bavarian creams are made, and how they are used in desserts.
- 8.19 List the characteristics of ice cream and give examples of other frozen desserts.
- 8.20 List the steps for preparing poached fruits and tortes.
- 8.21 List guidelines for plating and presenting desserts.

## **Chapter 9: Sustainability: The “Greening” of Foodservice**

### **Section 9.1**

- 9.1 Define the terms sustainability and conservation.
- 9.2 Explain why water conservation is important.
- 9.3 List ways in which a restaurant or foodservice operation can improve the efficiency of its water usage.

### **Section 9.2**

- 9.4 Explain the differences between renewable and nonrenewable energy sources.
- 9.5 Explain why using energy efficiently is important.
- 9.6 List ways in which a restaurant or foodservice operation can improve the efficiency of its energy usage.
- 9.7 List ways in which a restaurant or foodservice operation can build or make structural improvements to its facility in a sustainable way.

### **Section 9.3**

- 9.8 Identify ways to reduce the total amount of waste in a restaurant or foodservice operation.
- 9.9 List items that a restaurant or foodservice operation can reuse.
- 9.10 List items that a restaurant or foodservice operation can recycle.

### **Section 9.4**

- 9.11 Define the term local sourcing.
- 9.12 Identify the steps a restaurant or foodservice operation should take to purchase and then promote the use of sustainable food products.
- 9.13 Identify the issues surrounding the global production of seafood, coffee, animals, and organic food.

## ***Chapter 10: Global Cuisines 1: The Americas***

### **Section 10.1**

- 10.1 Identify the major influences, ingredients, flavors, and cooking techniques of Northeastern American cuisine.
- 10.2 Identify the major influences, ingredients, flavors, and cooking techniques of Midwestern American cuisine.
- 10.3 Identify the major influences, ingredients, flavors, and cooking techniques of Southern American cuisine.
- 10.4 Identify the major influences, ingredients, flavors, and cooking techniques of Southwestern American cuisine.
- 10.5 Identify the major influences, ingredients, flavors, and cooking techniques of Pacific Coast/Rim cuisine.
- 10.6 Identify the major influences, ingredients, flavors, and cooking techniques of Mexican cuisine.

### **Section 10.2**

- 10.7 Identify the major influences, ingredients, flavors, and cooking techniques of Central American cuisine.
- 10.8 Identify the major influences, ingredients, flavors, and cooking techniques of Caribbean cuisine.

### **Section 10.3**

- 10.9 Identify the major influences, ingredients, flavors, and cooking techniques of Brazilian cuisine.
- 10.10 Identify the major influences, ingredients, flavors, and cooking techniques of Bolivian cuisine.

## ***Chapter 11: Global Cuisines 2: European, Mediterranean, and Eastern Cuisines***

### **Section 11.1**

- 11.1 Identify the major influences, ingredients, flavors, and cooking techniques of French cuisine.
- 11.2 Identify the major influences, ingredients, flavors, and cooking techniques of Italian cuisine.
- 11.3 Identify the major influences, ingredients, flavors, and cooking techniques of Spanish cuisine.

### **Section 11.2**

- 11.4 Identify the major influences, ingredients, flavors, and cooking techniques of Moroccan cuisine.
- 11.5 Identify the major influences, ingredients, flavors, and cooking techniques of Greek cuisine.

**Foundations of Restaurant Management & Culinary Arts, Level Two**  
**Learning objectives, FINAL version: 3.25.10**

- 11.6 Identify the major influences, ingredients, flavors, and cooking techniques of Tunisian cuisine.

**Section 11.3**

- 11.7 Identify the major influences, ingredients, flavors, and cooking techniques of Egyptian cuisine.
- 11.8 Identify the major influences, ingredients, flavors, and cooking techniques of Iranian cuisine.
- 11.9 Identify the major influences, ingredients, flavors, and cooking techniques of Saudi Arabian cuisine.

**Section 11.4**

- 11.10 Identify the major influences, ingredients, flavors, and cooking techniques of Chinese cuisine.
- 11.11 Identify the major influences, ingredients, flavors, and cooking techniques of Japanese cuisine.
- 11.12 Identify the major influences, ingredients, flavors, and cooking techniques of Indian cuisine.