REPUBLIC OF KENYA

COMPETENCY BASED CURRICULUM

FOR

FOOD AND BEVERAGE SALES AND SERVICE MANAGEMENT

KNQF LEVEL: 6

ISCED PROGRAMME CODE: 0721 0654 B

TVET CDACC
P.O. BOX 15745-00100
NAIROBI

REVENUE PERFORMANCE MANAGEMENT

UNIT CODE: HOS/CU/FB/CR/08/6/B

Relationship to Occupational Standards
This unit addresses the unit of competency: Manage food and beverages revenue performance
Duration of Unit: 260 hours

Unit Description
This unit specifies the competencies required to manage food and beverages revenue performance. It involves developing and costing food and beverages standard recipes, determining menu prices, monitoring food and beverages stock levels and controlling and reporting revenue and expenditure.

Summary of Learning Outcomes

1. Develop and cost food and beverage standard recipes
2. Determine menu price
3. Monitor food and beverage stock level
4. Revenue and expenditure control and reporting

Learning Outcomes, Content and Methods of Assessment

Learning Outcome	Content	Methods of Assessment
1. Develop and cost food and beverage standard recipes	- Introduction to recipes - Evolution of recipes development and costing techniques - Procedure for developing recipes - Costing and pricing of recipes - Recipe review - Basic accounting - Basic research methods - Conducting industry research - Organizing and presenting data and information - Data and information analysis - Presentation of research findings - Research report writing	- Observation - Written tests - Interview - Project - Third party report

		• Development of standard recipes • Determination of cost of production • Documenting standard recipes	
2.	Determine menu price	• Importance of menu pricing • Pricing policy • Pricing strategy/techniques • Factors influencing menu price • Calculating selling price • Communicating selling price to stakeholders • Configuring selling price to POS system • Interfacing POS with hotel PMS	• Observation • Written tests • Interview • Project • Third party report
3.	Monitor food and beverage stock levels	• Importance of monitoring food and beverage par levels • Setting food and beverage par stocks • Stock taking procedures • Stock reconciliation • Stock reports • Determination of par stock levels • Conducting stock take • Preparation and communication of stock taking reports • Stock reconciliation • Stocking re-ordering	• Observation • Written tests • Interview • Project • Third party report
4.	Revenue and expenditure control and reporting	• Introduction to revenue control • Techniques and tools of revenue control • Effective revenue reporting procedures • Challenges of revenue control • Posting of menu items • Billing of guests	• Observation • Written tests • Interview • Project • Third party report

	- Cashiering activities - End of day reporting	

Suggested Methods of Instruction

- Instructor led facilitation of theory
- Demonstration by instructor
- Practical work by trainee
- Viewing of related videos
- Case studies
- Role play
- Projects

Recommended Resources

- Food and beverage revenue control office
- Computer
- Stationery