

Module Title: Purchasing and Product Identification**Module Code: B2218****Level: BAICA – 4th Semester...Lesson Plan**

S No	Units	Topics / Activities
1	Menu Planning	<ul style="list-style-type: none">• Identify What Determines What a Foodservice Operation Sells• Identify The Categories of Menu Misrepresentation• Be Familiar with the Many Types of Menus that Foodservice Operations Use• Design a Menu That Meets the Needs of the Operation, Works within the Operation's Constraints, and Contains No Areas of Misrepresentation• Develop Menu Items that Address Consumers' Wants and Needs
2	Product Quality	<ul style="list-style-type: none">• Standardize a Recipe• Identify The Consequences of Not Standardizing Recipes• Define The Terms <i>Product Identification</i> and <i>Spec</i>• Identify The Most Common Components of a Product Specification• Discuss the Difference Between Quality and Wholesomeness• Describe Product Quality to Purveyors• Troubleshoot a Product Specification Sheet and Evaluate its Comprehensiveness

3	Food Vendors	<ul style="list-style-type: none"> • Understand How Methods Used to Select a Vendor Affect an F and B • Operation's Cost of Sales • Develop Selection Criteria Based on the Operation's Needs • Investigate Potential Suppliers and Assess their Overall Fit to the Operation • Discuss the Implications of Various Pricing Systems, Ordering • Procedures, and Credit Terms • Describe Perceived Value and its Relation to Product Quality • Describe the Difference between AP Price and EP Cost
4	Purchase Orders	<ul style="list-style-type: none"> • Discuss the Consequences of Over- and Under ordering • Calculate Acceptable Order Sizes, EP Weight, and Edible Product Yield • Examine and Diagnose Causes of Product Loss • Prepare Sales Forecasts Needed to Enhance the Accuracy of • Purchasing Decisions
5	Purchase Prices	<ul style="list-style-type: none"> • Discuss the Concept of Value and its Dimensions • Understand the Relationship Among AP Price, EP Cost, and Value • Cost Out Standardized Recipes • Compare the AP Prices and EP Costs from Multiple Vendors

		<ul style="list-style-type: none"> • Suggest a Variety of Methods to Increase Overall Value • Suggest a Variety of Ways to Reduce AP Prices
6	Ordering Process	<ul style="list-style-type: none"> • Categorize Products Before Ordering • Determine the Optimal Ordering Size for Products • Choose an Ordering Approach Aligned with the Organization's Needs • Negotiate an Ordering System with Chosen Purveyors • Close the Deal • Prepare Purchase Records
7	Inventory Control	<ul style="list-style-type: none"> • Set Up an Inventory Control System • Know How Product Specifications and Standardized Recipes • Contribute to Inventory Control Systems • Determine How Much Inventory an Operation Should Keep on Hand • Explain the Ethical and Legal Consequences of Kickbacks and Detect their Presence • Manage Steward Sales • Navigate the Vendor Approval Process • Conduct a Physical Inventory • Use Inventory Control to Keep Theft, Waste, And Pilferage at Acceptable Levels