



V. M. SALGAOCAR INSTITUTE
of
INTERNATIONAL HOSPITALITY EDUCATION

B. Sc. International Hospitality Management

Type: Semester End Assessment (SEA)

Date: 24/04/2023

Batch and Term: 2021 - 2024 & 4 Total Marks: 25

Time Duration: 2 Hours

Course Name: Food and Beverage Management

Course Code: IHCH112

Instructor: Dr. Edgar D'Souza

This paper contains 02 pages in addition to the cover page.

Full Name of the Student: _____

Permanent Registration Number: _____ Class: _____

Marks Obtained: _____ Faculty Signature: _____ Invigilator Signature: _____

Main Answer Sheet	Number of Supplements	Total Number of Answer Sheets
01		

- Carefully read each question at the outset of the paper. All queries must be addressed to the faculty within the first 10 minutes of the examination.
- Students are expected to maintain complete silence in the examination hall and should not interact or communicate with their peers.
- Students will carry only their essential stationery like pens, pencils, ruler and simple calculators into the examination hall.
- Bags, eatables, drinks, etc. will not be allowed inside the hall with the exception of a bottle of water.
- Cell phones, electronic data banks, scientific calculators and smart/beeping watches are prohibited in the examination hall.
- Students will answer the examination with only blue/ black ball point pens unless informed differently by faculty. Avoid usage of green or red ink pens on the answer sheet.
- Dictionaries will not be allowed into examination hall unless informed differently by faculty.



V. M. SALGAOCAR INSTITUTE
of
INTERNATIONAL HOSPITALITY EDUCATION

Q.1. The management of food and beverage departments has been described as the most technical and complex in the hospitality industry. The specific factors that make food and beverage management relatively more complex are due to particular external and internal pressures. Briefly discuss 5 factors that affect food & beverage management

(05 Marks)

Q.2. Identify 5 frauds that can be done by bartenders and how you would as an F&B Manager control each of those frauds?

(10 Marks)

OR

Q.2. Below is a Menu Engineering Worksheet for the month of July 2021 of Eddie's Corner. Based on the Sales analysis & Revenue details Identify the Profit Category and Popularity Category as Low or High considering menu item that sells less than 70% of the average number of units is designated as "Low" in the Popularity category and less than average under Item Profit category. Categorize the dishes as Workhorse, Dog, Star or Puzzle

(10 Marks)

A	B	C	D	E	F	G	H	L
Menu Item Name ITEM	Number Sold	Popularity %	Item Food Cost	Item Sell Price	Item Profit	Total Cost	Total Revenue	Total Profit
Chicken Cafreal	100	10.8%	125.00	450.00	325.00	12,500.00	45,000.00	32,500.00
Chicken Makhani	50	5.4%	150.00	500.00	350.00	7,500.00	25,000.00	17,500.00
Stuffed Crabs	60	6.5%	160.00	600.00	440.00	9,600.00	36,000.00	26,400.00
Squids in Butter Garlic	110	11.9%	95.00	500.00	405.00	10,450.00	55,000.00	44,550.00
Prawns Rawa Fried	25	2.7%	200.00	450.00	250.00	5,000.00	11,250.00	6,250.00
Beef Chili Fry	35	3.8%	160.00	500.00	340.00	5,600.00	17,500.00	11,900.00
Pork Roast	75	8.1%	110.00	400.00	290.00	8,250.00	30,000.00	21,750.00
Grilled Prawns	90	9.7%	225.00	700.00	475.00	20,250.00	63,000.00	42,750.00
Fish and Chips	140	15.1%	195.00	650.00	455.00	27,300.00	91,000.00	63,700.00
Chicken Pulao	25	2.7%	195.00	675.00	480.00	4,875.00	16,875.00	12,000.00
Pomfret Recheado	120	13.0%	230.00	750.00	520.00	27,600.00	90,000.00	62,400.00
Bebinca	95	10.3%	120.00	200.00	80.00	11,400.00	19,000.00	7,600.00
Total	925	100%					4,99,625	3,49,300



V. M. SALGAOCAR INSTITUTE
of
INTERNATIONAL HOSPITALITY EDUCATION

A	B	C	D
Menu Item Name ITEM	Profit Category Low/High	Popularity Category Low/High	Menu Item Class Workhorse/Star Puzzle/ Dog
Chicken Cafreal			
Chicken Makhani			
Stuffed Crabs			
Squids in Butter Garlic			
Prawns Rawa Fried			
Beef Chili Fry			
Pork Roast			
Grilled Prawns			
Fish and Chips			
Chicken Pulao			
Pomfret Recheado			
Bebinca			

Q.3. Identify 2 critical areas of concern at each stage of the F&B control cycle that could lead to higher food costs and what preventive measures you will take as a Food & Beverage Manager for each of these areas? **(10 Marks)**
