



**TECHNICAL UNIVERSITY OF MOMBASA**  
***Faculty of Business & Social Studies***

DEPARTMENT OF HOSPITALITY & TOURISM

DIPLOMA IN HOTEL AND INSTITUTIONAL MANAGEMENT

**BHC 2212: FOOD AND BEVERAGE CONTROL II**

END OF SEMESTER EXAMINATIONS

**SERIES:** APRIL 2015

**TIME:** 2 HOURS

**INSTRUCTIONS:**

- This paper consists of Sections **A** and **B**.
- Section **A** is **Compulsory**. Answer any **TWO** questions in Section **B**.
- Mobile phones are not allowed into the examination room.
- Cheating leads to disqualification.
- *This paper consists of Three printed pages.*

## SECTION A (Compulsory) 30 Marks

### QUESTION 1

- a) Define:
- i) Net profit
  - ii) Net margin
  - iii) Gross profit
  - iv) Variable costs

**(4 marks)**

- b) The following were the budgeted results for the first quarter of 2014

Sales	£95000.00
Cost of sales	40%
Labour costs	25%
Overheads	20%
Net Profit	15%

The following were the actual results for the same period. Using a statement of trading results show clearly the deviation from the budgeted results.

**(16 marks)**

- c) Below is the performance of

Delta Restaurant

	<b>Current stock</b>	<b>Previous week</b>
	£	£
Opening stock	900	960
Closing stock	740	900
Staff meals allowance	260	260
Purchases	1,640	1,460
Sales	3,900	3,460

The budgeted gross profit of the restaurant is 60%.

Prepare a weekly food cost report.

**(10 marks)**

**SECTION B** (Answer any **TWO** questions) **40 Marks**

**QUESTION 2**

Discuss factors affect menu pricing.

**(20 marks)**

**QUESTION 3**

a) State and describe **FIVE** ways in which one can reduce. Overall product cost percentage.

**(10 marks)**

b) Discuss the following special pricing situations;

i) Coupons

ii) Value pricing

iii) Bundling

iv) Salad bars and buffets

**(10 marks)**

**QUESTION 4**

a) Outline and briefly explain factors affecting employee productivity.

**(10 marks)**

b) Describe different ways of measuring productivity in catering facilities.

**(10 marks)**

**QUESTION 5**

Discuss the **FIVE** steps to an effective revenue security system in a catering establishment.

**(20 marks)**