



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

| | Current stock | Previous week |
|-----------------------|---------------|---------------|
| | £ | £ |
| 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)