

Bachelor of Hotel Management (BHM)  
Choice Based Credit System(C.B.C.S)Syllabus and Scheme of Examination  
(with effect from the Academic Year 2017-2018)

**BHM DEGREE SEMESTER -VI**

	Paper Code	Subjects  Title of the Paper	Teaching Scheme		Examination Scheme			
			No of Hours		Credits	IA	EE	Total Marks (100)
			T	P				
<b>PART 1</b>	<b>BHM 601</b>	French	2		2	0	50	50
<b>PART 2</b>	<b>BHM 602</b>	Advanced Food Production Operations and HACCP-V	4		3	25	75	100
		Advanced Food Production Operations - V		6	4	25	75	100
	<b>BHM 603</b>	Food and Beverage Controls	4		3	25	75	100
	<b>BHM 604</b>	Food and Beverage Management	4		3	25	75	100
	<b>BHM605</b>	Travel and Tourism Management	3		3	25	75	100
		Practical Travel and Tourism Management		3	2	0	50	50
	<b>BHM606</b>	Financial Management	4		3	25	75	100
	<b>BHM 607</b>	Hospitality Sales and Marketing	2		2	0	50	50
<b>BHM 608</b>	Project Work		3	2	0	50	50	
		Total Marks	23	12	27			800

**BHM 601  
FRENCH**

**UNIT-I**

**Introduction to the Languages**

The letter of alphabet and their pronunciation

Different accents used in written French

Self-Introduction

Name, Age, Nationality, Profession etc.

Presenting and Introducing another Person, Greeting – How to reply to greetings.

**UNIT-II**

**Countries and their Nationalities**

Fruits, Vegetables, Meat, Egg, Fish etc.

Utensils used in Kitchen and restaurant

Name of the Personnel's in Hotel, Restaurant and Kitchen

(Specialization from English to French Term)

**UNIT – III**

**Members of the Family**

Numerical from 1 to 100

The time of the day

**UNIT – IV**

**Conversation related to Restaurant** – Simple conversation asking for menu card, placing Order for food, asking for wine, Beer, Coffee, tea, Conversation related to Front Office – Asking for room – Enquiring for facilities, Asking for rates of room – checkout time – No. of Days

**UNIT – V**

**Menu items in French term for Breakfast, Lunch and Dinner**

Compilation of French menu for Breakfast, Lunch and Dinner

Culinary terms in French – French to English – English to French

**REFERENCE BOOKS**

1. Rajeswari Chandrasekhar, Rekha Hangal, Chitra Krishnan – A votre Service 1- General Book depot, 1691, Delhi
2. S.Bhattacharya – French for Hotel Management and Tourism – Frank bros and Co. Publishers Limited.

## BHM 602

### ADVANCED FOOD PRODUCTION OPERATIONS – V

#### UNIT-I

##### INTERNATIONAL CUISINE

- A. Geographic location
- B. Historical background
- C. Staple food with regional Influences
- D. Specialities
- E. Recipes
- F. Equipment in relation to:
  - Great Britain • France • Italy • Spain & Portugal • Scandinavia • Germany • Middle East • Oriental
  - Mexican • Arabic

##### CHINESE

- A. Introduction to Chinese foods
- B. Historical background
- C. Regional cooking styles
- D. Methods of cooking
- E. Equipment & utensils

##### HACCP–Introduction

Basic Introduction to Food Safety, Food Hazards & Risks, Contaminants and Food Hygiene

##### MICRO–ORGANISMS IN FOOD

- A. General characteristics of Micro–Organisms based on their occurrence and structure.
- B. Factors affecting their growth in food (intrinsic and extrinsic)
- C. Common food borne micro–organisms:
  - Bacteria (spores/capsules)
  - Fungi
  - Viruses
  - Parasites

#### UNIT-II

##### BAKERY & CONFECTIONERY

###### I. ICINGS & TOPPINGS

A. Varieties of icings B. Using of Icings C. Difference between icings & Toppings D. Recipes

###### II. FROZEN DESSERTS

E. Types and classification of Frozen desserts B. Ice–creams – Definitions C. Methods of preparation D. Additives and preservatives used in Ice–cream manufacture

###### III. MERINGUES

A. Making of Meringues

- B. Factors affecting the stability
- C. Cooking Meringues
- D. Types of Meringues
- E. Uses of Meringues

#### Critical control points

- Menu Planning
- Purchasing
- Receiving
- Storing
- Issuing
- Preparation
- Cooking
- Holding
- Service
- Cleaning & Maintenance

#### **FOOD BORNE DISEASES**

- A. Types (Infections and intoxications)
  - B. Common diseases caused by food borne pathogens
- Preventive measures

#### UNIT-III

#### **IV. CHOCOLATE**

- A. History
  - B. Sources
  - C. Manufacture & Processing of Chocolate
  - D. Types of chocolate
  - E. Tempering of chocolate
  - F. Cocoa butter, white chocolate and its applications
- Who is Responsible for HACCP
  - HACCP Process
  - HACCP Terminology
  - HACCP Principles
  - Conduct Hazard Analysis
  - Some Hazards

#### **FOOD SPOILAGE & FOOD PRESERVATION**

- A. Types & Causes of spoilage
- B. Sources of contamination
- C. Spoilage of different products (milk and milk products, cereals and cereal products, meat, eggs, fruits and vegetables, canned products)
- D. Basic principles of food preservation
- E. Methods of preservation (High Temperature, Low Temperature, Drying, Preservatives & Irradiation)

#### **BENEFICIAL ROLE OF MICRO-ORGANISMS**

- A. Fermentation & Role of lactic and bacteria
- B. Fermentation in Foods (Dairy foods, vegetable, Indian foods, Bakery products and alcoholic beverage Miscellaneous (Vinegar & anti-biotics)

## **FOOD ADDITIVES**

- A. Introduction
- B. Types (Preservatives, anti-oxidants, sweeteners, food colours and flavours, stabilizers and emulsifiers)

## **FOOD CONTAMINANTS & ADULTERANTS**

- A. Introduction to Food Standards
- B. Types of Food contaminants (Pesticide residues, bacterial toxins mycotoxins, seafood toxins, metallic contaminants, residues from packaging material)
- C. Common adulterants in food

### **Method of their detection (basic principle)**

## **UNIT-IV**

### **PRODUCTION MANAGEMENT**

- A. Kitchen Organisation
- B. Allocation of Work – Job Description, Duty Rosters
- C. Production Planning
- D. Production Scheduling
- E. Production Quality & Quantity Control
- F. Forecasting & Budgeting G. Yield Management

### **PRODUCT & RESEARCH DEVELOPMENT**

- A. Testing new equipment,
- B. Developing new recipes
- C. Food Trails
- D. Organoleptic & Sensory Evaluation
  - Critical Control Points
  - Critical limits
  - Monitoring CCPS
  - Corrective Action
  - Verification
  - Record Keeping
  - Key terms

### **FOOD LAWS AND REGULATIONS**

- A. National – PFA Essential Commodities Act (FPO, MPO etc.)
- B. International – Codex Alimentarius, ISO
- C. Regulatory Agencies – WTO D. Consumer Protection Act

### **QUALITY ASSURANCE**

- A. Introduction to Concept of TQM, GMP and Risk Assessment
- B. Relevance of Microbiological standards for food safety

### **HACCP (Basic Principle and implementation)**

## **UNIT-V**

### **HYGIENE AND SANITATION IN FOOD SECTOR**

- A. General Principles of Food Hygiene
- B. GHP for commodities, equipment, work area and personnel

- C. Cleaning and disinfection (Methods and agents commonly used in the hospitality industry)
- D. Safety aspects of processing water (uses & standards)
- E. Waste Water & Waste disposal

### **RECENT CONCERNS**

- A. Emerging pathogens
- B. Genetically modified foods
- C. Food labelling
- D. Newer trends in food packaging and technology

**BSE (Bovine Serum Encephalopathy)**

**Note: Should be taught along with the relevant topics**

### **REFERENCE BOOKS**

K.Arora & K.N.Gupta – Theory of cookery

Philip Thangam – Modern cookery for teaching & The Trade (Orient Longmans Ltd) Gisslen Wayne – professional cookery (John Wiley and Sons)

Montage – Larousse gastronomique (Himalaya publishing group)

**Haccp: A Practical Approach** - Sara Mortimore, Carol Wallace

BHM0602

ADVANCE FOOD PRODUCTION OPERATIONS – V (PRACTICAL)

(COOKERY PRACTICAL)

CHINESE

MENU 01

- Prawn Ball Soup • Fried Wantons • Sweet & Sour Pork • Hakka Noddles

MENU 02

- Hot & Sour soup • Beans Sichwan • Stir Fried Chicken & Peppers • Chinese Fried Rice

MENU 03

- Sweet Corn Soup • Shao Mai • Tung-Po Mutton • Yangchow Fried Rice

MENU 04

- Wonton Soup • Spring Rolls • Stir Fried Beef & Celery • Chow Mein

MENU 05

- Prawns in Garlic Sauce • Fish Szechwan • Hot & Sour Cabbage • Steamed Noddles

INTERNATIONAL

SPAIN

MENU 06

- Gazpacho • Pollo En Pepitoria • Paella • Fritata De Patata • Pastel De Mazaana

ITALY

MENU 07 • Minestrone • Ravioli Arabeata • Fettocine Carbonara • Pollo Alla Cacciatore

- Medanzane Parmigiane 4

GERMANY

MENU 08

- Linsensuppe • Sauerbaaten • Spatzale • German Potato Salad •

U.K.

MENU 09

- Scotch Broth • Roast Beef • Yorkshire Pudding • Glazed Carrots & Turnips • Roast Potato

GREECE

MENU 10

- Soupe Avogolemeno • Moussaka A La Greque • Dolmas • Tzaziki

DEMONSTRATION OF

- Charcuterie Galantines • Pate • Terrines • Mousselines New Plating Techniques

## ADVANCE FOOD PRODUCTION OPERATIONS – V (BAKERY PRACTICAL)

Grissini

1. Tiramisu

Pumpernickle

2. Apfel Strudel

Yorkshire Curd Tart Crusty Bread

3. Baklava

Harlequin Bread 5 Baugette Crepe Normandy 6 Crossiants

4. Black Forest Cake 7 Pizza base

Honey Praline Parfait 8 Danish Pastry

5. Cold Cheese Cake 9 Soup Rolls

Chocolate Truffle cake 10 Ginger Bread Blancmange

6. Lavash Chocolate Parfait

Cinnamon & Raisin Rolls Souffle Chaud Vanille

7. Fruit Bread Plum Pudding

Demonstration of

8. Meringues

Icings & Topings 15 Demonstration of

9. Wedding Cake & Ornamental cakes

### REFERENCE BOOKS

K.Arora& K.N.Gupta – Theory of cookery

Philip Thangam – Modern cookery for teaching &The Trade (Orient Longmans ltd) Gisslen wayne – professional cookery (john wiley and sons)

Montage – Larousse gasrtronomique (Himalaya publishing group)



BHM 603

FOOD AND BEVERAGE CONTROLS

S.N O	TOPIC
01	<p><b>FOOD COST CONTROL</b></p> <ul style="list-style-type: none"><li>A. Introduction to Cost Control</li><li>B. Define Cost Control</li><li>C. The Objectives and Advantages of Cost Control</li><li>D. Basic costing</li><li>E. Food costing</li></ul> <p><b>FOOD CONTROL CYCLE</b></p> <ul style="list-style-type: none"><li>A. Purchasing Control</li><li>B. Aims of Purchasing Policy</li><li>C. Job Description of Purchase Manager/Personnel</li><li>D. Types of Food Purchase</li><li>E. Quality Purchasing</li><li>F. Food Quality Factors for different commodities</li><li>G. Definition of Yield</li><li>H. Tests to arrive at standard yield</li><li>I. Definition of Standard Purchase Specification</li><li>J. Advantages of Standard Yield and Standard Purchase Specification</li><li>K. Purchasing Procedure</li><li>L. Different Methods of Food Purchasing</li><li>M. Sources of Supply</li><li>N. Purchasing by Contract</li><li>O. Periodical Purchasing</li><li>P. Open Market Purchasing</li><li>Q. Standing Order Purchasing</li><li>R. Centralised Purchasing</li><li>S. Methods of Purchasing in Hotels</li><li>T. Purchase Order Forms</li><li>U. Ordering Cost</li><li>V. Carrying Cost</li><li>W. Economic Order Quantity</li><li>X. Practical Problems</li></ul>
02	<p><b>RECEIVING CONTROL</b></p> <ul style="list-style-type: none"><li>A. Aims of Receiving</li><li>B Job Description of Receiving Clerk/Personnel</li><li>B. Equipment required for receiving</li><li>C. Documents by the Supplier (including format)</li><li>D. Delivery Notes F. Bills/Invoices</li><li>G. Credit Notes</li><li>H. Statements</li><li>I. Records maintained in the Receiving Department</li><li>J. Goods Received Book</li><li>K. Daily Receiving Report</li></ul>

	<p>L. Meat Tags  M. Receiving Procedure  N. Blind Receiving  O. Assessing the performance and efficiency of receiving department, Frauds in the Receiving Department ,Hygiene and cleanliness of area</p>
03	<p><b>STORING &amp; ISSUING CONTROL</b>  A. Storing Control  B. Aims of Store Control  C. Job Description of Food Store Room Clerk/personnel  D. Storing Control  E. Conditions of facilities and equipment  F. Arrangements of Food  G. Location of Storage Facilities  H. Security  I. Stock Control  J. Two types of foods received – direct stores (Perishables)  K. Stock Records Maintained Bin Cards (Stock Record Cards/Books)  L. Issuing Control  M. Requisitions  N. Transfer Notes  O. Perpetual Inventory Method  P. Monthly Inventory/Stock Taking  Q. Pricing of Commodities  R. Stock taking and comparison of actual physical inventory and Book value  S. Stock levels  T. Practical Problems  U. Hygiene &amp; Cleanliness of area</p>
04	<p><b>PRODUCTION CONTROL</b>  A. Aims and Objectives  B. Forecasting  C. Fixing of Standards  <ul style="list-style-type: none"> <li>• Definition of standards (Quality &amp; Quantity)</li> <li>• Standard Recipe (Definition, Objectives and various tests)</li> <li>• Standard Portion Size (Definition, Objectives and equipment )</li> <li>• Standard Portion Cost (Objectives &amp; Cost Cards)</li> </ul> D. Computation of staff meals</p>
05	<p><b>SALES CONTROL</b>  A. Sales – ways of expressing selling, determining sales price, Calculation of selling price, factors to be considered while fixing selling price  B. Matching costs with sales  C. Billing procedure – cash and credit sales  D. Cashier’s Sales summary sheet</p>

## REFERENCE BOOKS

1. Mastering restaurant service-H.L.craschnell and G>Nobis
2. Food abd beverage training manual-Sudhir Andrews

**BHM 604**  
**FOOD AND BEVERAGE MANAGEMENT**

**UNIT-I**  
**COST DYNAMICS**

A. Elements of Cost B. Classification of Cost

**UNIT-II**  
**SALES CONCEPTS**

A. Various Sales Concept B. Uses of Sales Concept

**UNIT-III**  
**INVENTORY CONTROL**

A. Importance B. Objective C. Method D. Levels and Technique E. Perpetual Inventory F. Monthly Inventory G. Pricing of Commodities H. Comparison of Physical and Perpetual Inventory

**BEVERAGE CONTROL**

A. Purchasing B. Receiving C. Storing D. Issuing E. Production Control F. Standard Recipe G. Standard Portion Size H. Bar Frauds I. Books maintained J. Beverage Control

**SALES CONTROL**

A. Procedure of Cash Control B. Machine System C. ECR D. NCR E. Preset Machines F. POS G. Reports H. Thefts I. Cash Handling

**BUDGETARY CONTROL**

A. Define Budget B. Define Budgetary Control  
C. Objectives D. Frame Work E. Key Factors F. Types of Budget G. Budgetary Control

**UNIT-IV**  
**VARIANCE ANALYSIS**

A. Standard Cost B. Standard Costing C. Cost Variances D. Material Variances E. Labour Variances F. Overhead Variance G. Fixed Overhead Variance H. Sales Variance I. Profit Variance

**BREAKEVEN ANALYSIS**

A. Breakeven Chart B. P V Ratio C. Contribution D. Marginal Cost  
E. Graphs

**UNIT-V**  
**MENU MERCHANDISING**

A. Menu Control B. Menu Structure C. Planning D. Pricing of Menus E. Types of Menus F. Menu as Marketing Tool G. Layout H. Constraints of Menu Planning

**MENU ENGINEERING**

A. Definition and Objectives B. Methods C. Advantages

**MIS**

A. Reports B. Calculation of actual cost C. Daily Food Cost D. Monthly Food Cost E. Statistical Revenue Reports F. Cumulative and non-cumulative

**REFERENCE BOOKS**

Food and beverage management-Bernard Davis Professional food service management- Habisthayar

**BHM605**  
**TRAVEL AND TOURISM MANAGEMENT**

**UNIT-I**

**Infrastructure of Tourism**

- Role of Transport in Tourism
- Modes of Transport: Road, Rail, Air, Sea
- Types of Accommodation – Main and Supplementary

**Types of Tourism**

- Types of Tourism – various Motivators Holiday, Social and Cultural, MICE Religions, VFR (Visiting Friends and Relatives), Sports, Political, Health, Senior Citizen, Sustainable Tourism.
- Alternative Tourism: Eco Tourism, Agro Rural Tourism.

**UNIT - II**

**The Impact of Tourism**

- Economic Impact – Employment generation, Foreign Exchange Earnings, Multiplier effect, Leakage, Infrastructure Development.
- Social, Cultural and Political Impact – Standard of Living, Passport to peace, International understanding, Social Integration, Regional Growth, National Integration.
- Environmental Impact – Tourism pollution and Control, Wild life and Bird sanctuaries and their protection for Tourist industry.

**UNIT-III**

**The Travel Agency**

- Meaning and definition of Travel Agent
- Types of Travel Agent: Retail and Wholesale
- Functions of Travel Agent.
- Provisions of Travel Information
- Ticketing
- Itinerary Preparation
- Planning and Costing
- Settling of Accounts
- Liaisons with service providers
- Role of Travel Agent in Promotion of Tourism

**UNIT - IV**

**The Tour Operator**

- Meaning and Definition
- Types of Tour operator: Inbound, Outbound and Domestic
- Tour Packaging – Definition, Components of a Tour Package
- Types of a Package
- Independent Tour
- Inclusive Tour
- Escorted Tour
- Business Tour

- Guides and Escorts – Their role and function Qualities required to be a guide or escort.

## UNIT – V

### Itinerary Planning

- Definition
- Steps to plan a Tour
- Route Map
- Transport Booking – Reservation
- Accommodation – Reservation
- Food facilities
- Local Guide / Escort
- Climate / Seasonality
- Shopping and Cultural show
- Costing

### REFERENCE BOOKS

1. Introduction to Travel and Tourism – Michael M. CottmanVan Nostrard Reinhold New York, 1989.
2. Travel Agency and Tour Operation Concepts and Principles – Jagmohan Negi – Kanishka Publishes, Distributors, New Delhi, 1997
3. International Tourism – Fundamentals and Practices – A.K.Bhatia – Sterling Publishers Private Limited, 1996.
4. A Textbook of Indian Tourism – B.K.Goswami and G. Raveendran – Har – Anand Publications Pvt. Ltd., 2003.
5. Dynamics of Modern Tourism – Ratandeep Singh – Kanishka Publishes, Distributors, New Delhi, 1998.
6. Tourism development, Principles and Practices – Fletcher and Cooper – ELBS.

BHM – 605  
TRAVEL AND TOURISM MANAGEMENT – PRACTICALS

**Objectives:**

1. Visit to Tourism offices and Travel agencies
2. Role of travel agent and Tour operator
3. Provision of Travel information (Retailers and wholesaler)
4. Role of Transportation – I
  - a) Air-ways
  - b) Water ways
5. Role of Transportation – II
  - a) Single Roadways
  - b) Railways
6. Itinerary Planning
7. Plan tour (a) visit or travel for package tour
8. E – Ticketing ; Ticketing
9. Tourism (or) Tour centres of Andhra Pradesh
10. India Region wise
  - a) Eastern Region
  - b) Western Region
  - c) Northern Region
  - d) Southern Region

**REFERENCE BOOKS**

1. Introduction to Travel and Tourism – Michael M. Cottman Van Nostrand Reinhold New York, 1989.
2. Travel Agency and Tour Operation Concepts and Principles – Jagmohan Negi – Kanishka Publishes, Distributors, New Delhi, 1997
3. International Tourism – Fundamentals and Practices – A.K.Bhatia – Sterling Publishers Private Limited, 1996.
4. A Textbook of Indian Tourism – B.K.Goswami and G. Raveendran – Har – Anand Publications Pvt. Ltd., 2003.
5. Dynamics of Modern Tourism – Ratandeep Singh – Kanishka Publishes, Distributors, New Delhi, 1998.
6. Tourism development, Principles and Practices – Fletcher and Cooper – ELBS.

**BHM 606**  
**FINANACIAL MANAGEMENT**

**UNIT-I**

**FINANCIAL MANAGEMENT MEANING & SCOPE**

- A. Meaning of business finance
- B. Meaning of financial management
- C. Objectives of financial management

**FINANCIAL STATEMENT ANALYSIS AND INTERPRETATION**

- A. Meaning and types of financial statements
- B. Techniques of financial analysis
- C. Limitations of financial analysis
- D. Practical problems

**UNIT-II**

**RATIO ANALYSIS**

- A. Meaning of ratio
- B. Classification of ratios
- C. Profitability ratios
- D. Turnover ratios
- E. Financial ratios
- F. Du Pent Control Chart
- G. Practical Problems

**UNIT-III**

**FUNDS FLOW ANALYSIS**

- A. Meaning of funds flow statement
- B. Uses of funds flow statement
- C. Preparation of funds flow statement
- D. Treatment of provision for taxation and proposed dividends (as non-current liabilities)
- E. Practical problems

**CASH FLOW ANALYSIS**

- A. Meaning of cash flow statement
- B. Preparation of cash flow statement
- C. Difference between cash flow and funds flow analysis
- D. Practical problems

**UNIT-IV**

**FINANCIAL PLANNING MEANING & SCOPE**

- A. Meaning of Financial Planning
- B. Meaning of Financial Plan
- C. Capitalisation
- D. Practical problems



## **CAPITAL EXPENDITURE**

- A. Meaning of Capital Structure
- B. Factors determining capital structure
- C. Point of indifference
- D. Practical problems

## **UNIT-V**

### **WORKING CAPITAL MANAGEMENT**

- A. Concept of working capital
- B. Factors determining working capital needs
- C. Over trading and under trading

### **BASICS OF CAPITAL BUDGETING**

- A. Importance of Capital Budgeting
- B. Capital Budgeting appraising methods
- C. Payback period
- D. Average rate of return
- E. Net Present Value
- F. Profitability index
- G. Internal rate of return
- H. Practical problems

### **REFERENCE BOOKS**

Hotel Accounting & Financial Control—Ozi D' Chunha & Gleson Ozi d' Chunha

## BHM 607

### HOSPITALITY SALES AND MARKETING

#### UNIT-I

##### **Introduction to Hospitality Sales and Marketing**

- Today's Hospitality Trends, Globalization, Hotel Sales and Marketing Concepts.
- Expansion of legalized gambling, relationship Marketing, Guest preferences

##### **Marketing Concept**

- Market Mix, The 8 P's of Marketing, Evolution of markets – Global and Indian Tourist market.

#### UNIT – II

##### **The Marketing Plan with reference to Hotel Industry.**

- The Marketing, Steps in marketing plan, Selecting target markets, Positioning the property/outlet, Developing and implementing marketing action plans, Monitoring and evaluating the marketing plan.

#### UNIT – III

##### **The Sales Office**

- The Marketing and Sales Division, Organizing and Designing a hotel sales office, Sales Area Developing sales team – hiring, selecting, management, evaluation, comprehension for sales force –Targets and achievements, The sales communication system, Computerized client information records, sales reports and analysis.

#### UNIT- IV

##### **Sales Techniques for hotel industry**

- Components of a sale, Types of Sales in different departments of a hotel, telemarketing, Internal merchandising – in-house sales promotion, Special services in in-house sales, Sales forecasting – long term and short term.
- Restaurant and Lounge sales positioning
- Merchandising Food and beverage, promotion of restaurants and lounge facilities, Building Repeat business, Banquet and Conference sales.

#### UNIT – V

##### **Advertising, Public relations and publicity**

- Effective hotel advertising – Brochures, sales material designing, Advantages of advertising – Indoor and outdoor

#### REFERENCES BOOKS

1. Marketing Management – Philip Kotler
2. Marketing Management – Ramaswamy
3. Hospitality Sales and Marketing – Jagmohan Negi

BHM 608  
PROJECT WORK

No.of Hours		Credits	Internal	External	Total Marks
Theory	Practical's				
	3	2		50	50

Model Question Paper  
BHM 601 Sub: - French

3<sup>rd</sup> Yr, VI Semester  
Time: 2Hrs

Marks: 50

Part - A

Answer any Five Questions

5x4=20m

1. Presentez votre ami
2. Traduisez en Francais : Good morning Thank you
3. List out 10 country names in frnch
4. Quiest ala reception
5. Qui porte les baggages?
6. Traduisez en anglaise: La Pomme, La citron
7. Qui est le chef du buffet froid?
8. Quelle heure est - il/

Part - B

Aswer All Questions

5x6=30m

- {9} [A] Nommez cinq fruits en Francais  
Or  
[B]Traduiez: Pineapple,mategg,fish,cucumber
- {10} [A] Ecrivez cinq Personnels Restaurant  
Or  
[B] Compile the Five Course menu for lunch in french
- {11} [A]Comment Saluez vous ? comment repondez?  
Or  
[B] list out different utensils used in kitchen and restaurant
- {12} [A] Ecrivez de 81 a ' 90 en letters  
Or  
[B] Explain Presenting and introducing another person Greeting and also how to reply to greeting in French?
- {13} [A] Describe the conversation between front office reception and guest asking for a room In a hotel  
Or  
[B]Translate n to French  
A Have a nice day  
B Good morning sir  
C Have a SAFE journey  
D Welcome to India  
E My name is Krishna

Model Question Paper

BHM 602 Sub: – Advanced Food Production Operation & HACCP –V

3<sup>rd</sup> Yr, VI Semester

Time: 3Hrs

Marks: 75

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Part- A

Answer any Five Questions

5x5=25m

1. What is icing & topping Explain Difference between?
2. What is HACCP?
3. What is a meringue?
4. Key terms in Critical Control Points?
5. Explain Chinese cuisine & their using methods of cooking?
6. History of chocolate & their uses?
7. 17 course menu in English and French?
8. Explain pizza and history?

Part- B

Answer All Questions

5x10=50m

{9} [A] What is international cuisine? Explain the historical background?

Or

[B] Pattern of record keeping and their uses?

{10} [A] Explain about product & research developments?

Or

[B] How many types of pastry we are using in kitchen explain deeply?

{11} [A] Write any one total menu of Chinese and their recipes?

Or

[B] What is CCPS and explain it?

{12} [A] Explain historical background of classical garnish?

Or

[B] Who is responsible for HACCP and how they maintain?

{13} [A] Explain Methods of cooking

Or

[B] Describe the HACCP Principles

Model Question paper  
BHM 603 Sub: – Food and Beverage controls

3<sup>rd</sup> Yr, VI Semester

Time: 3Hrs

Max Marks: 75

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Part-A

Answer any Five Questions

5x5 = 25m

1. Write about perpetual inventory
2. Draw neat format of Meat tag
3. Briefly short notes on RST
4. Write short notes on Blind receiving
5. Draw neat format of Purchasing order
6. Write short notes on equipment required for receiving
7. Write short notes on Cost Control
8. Briefly write about Food Costing

Part- B

Answer All Questions

5X10=50m

- 9 [A] Explain the various methods of Purchasing followed by hotel  
Or  
[B] What is the importance of Standard Recipe? Prepare a standard recipe Format for a dish ?
- 10 [A] what is reordering level? Explain how you calculate re ordering level using Simple level ?  
Or  
[B] How do you select suppliers for a hotel and how are they rated for their their performance ?
- 11 [A] Describe the procedure of purchasing from the initialization stage to the Receiving stage.  
Or  
[B] Describe in detail the process of receiving goods and narrate an incident where there is fraud taking place

- 12 [A] Define control Explain the objectives of control  
Or  
[B] What are the objectives of purchasing control? List the various sources of Suppliers for F&B Suppliers ?
- 13 [A] what are the phases of control? What is the Significance of Control after? The event ?  
Or  
[B] Explain Job description of store room clerk?

Model Question paper  
BHM 604 Sub: – Food and Beverage Management

3<sup>rd</sup> Yr, VI Semester

Time: 3Hrs

Max Marks: 75

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Part-A

Answer any Five Questions

5x5 = 25m

1. Write short notes on Perpetual inventory
2. Write short notes on Controllable cost
3. Briefly write about Standard recipe
4. Briefly write about PV ratio
5. Write about uncontrollable cost
6. Elaborate over head variance
7. Explain food cost variance
8. write about bar man

Part- B

Answer All Questions

5X10=50m

- 9 [A] Briefly state different stock levels used in a hotel sore room  
Or  
[B] Explain how menu acts as a marketing tool for a tool ?
- 10 [A] Define Budgetary control and enlist various steps involved in budgetary Control with its advantages  
Or  
[B] What is menu engineering and how on the basis of menu engineering various items Categorized?
- 11 [A] Hospitality industry uses different pricing methods discuss in detail  
Or  
[B] Briefly explain beverage control and various methods used in a hotel to control beverages with the help of a flow chart



- 12 [A] Write in detail the elements of a cost and how cost is ascertained in a hotel  
Or  
[B] Discuss BEP analysis and with help of a graph
- 13 [A] Explain any five  
1) POS 2) ABC analysis 3) Fixed cost 4) EOQ 5)NCR  
Or  
[B] Discuss the Menu Planning

Model Question Paper  
BHM 605 Sub: – Travel and Tourism Management

3<sup>rd</sup> Yr, VI Semester

Time: 3Hrs

Marks: 75

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Part – A

Answer any Five Questions

5x5=25m

1. What are the steps to plan a tour?
2. The role transport in tourism
3. Briefly write short notes on Tour Operator
4. Elaborate the role of Travel agents in promotion of tourism
5. Write a short notes on modes of transport Road or rail or air or sea
6. Define Visa.
7. Write about Short Notes on Eco Tourism
8. Define Tour packaging and write the types of tour packaging

Part – B

Answer All Questions

5x10=50m

{9} [A] Explain the environmental impacts in tourism?

Or

[B] Describe the functions of travel agents

{10} [A] What is transport booking reservation?

Or

[B] Discuss the types of Accommodation

{11} [A] Plan an Itinerary program for 5 day trip to your choice of destination

Or

[B] what are the major steps in marketing plan?

{12} [A] Explain the Economic impacts in tourism?

Or

[B] Describe types of tour operators

{13} [A] Explain the the types travel agents in tourism industry?

Or

[B] Discuss the role and function qualities required to be a guide or escort

Model Question Paper  
BHM 606 Sub: – Financial Management

3<sup>rd</sup> Yr, V Semester

Time: 3Hrs

Max Marks: 75

Part-A

Answer any Five questions.

5x5 = 25m

1. Discuss the scope of Financial Management.
2. Draw out the techniques of financial analysis.
3. The following are the statistics for 'Moon Light Pvt Ltd.,'
  - (a) Gross Profit percentage of sales 36%
  - (b) Average Inventory Rs.9600/-
  - (c) Average accounts receivable Rs.1,00,000/-
  - (d) Inventory Turnover 20 times
  - (e) Net Income (after Tax) as %of sales 12%

Draw out a skeleton profit and loss account.

4. How do you treat 'Provision for Taxation and Proposed Dividends' as Fixed Liability in a Fund Flow Statement?
5. Distinguish Cash Flow and Fund Flow Analysis.
6. What do you mean by Financial Planning?
7. What are the factors determining capital structure?
8. Briefly discuss about the techniques under Net Present Value.

Part -B

Answer All Questions

5x10=50m

9. (a) What is the difference between Profit Maximization & Wealth Maximization?  
(Or)  
(b) Calculate 'Solvency Ratio' & 'Liquidity Ratio' from the following Balance Sheet:

Liabilities	Amount	Assets	Amount
Share Capital	5,00,000	Fixed Assets	6,00,000
Fixed Liabilities	2,50,000	Current Assets	4,00,000
Current Liabilities	2,50,000		
Total	10,00,000	Total	10,00,000

10. (a) Prepare 'Fund Flow Statement' from the following Balance Sheet of ABC Ltd., as on 31.12.2001 & 2002:

Liabilities	2001	2002	Assets	2001	2002
Share Capital	1,00,000	1,25,000	Land	1,00,000	95,000
General Reserve	25,000	30,000	Plant	75,000	84,500
Profit & Loss A/C	15,250	15,300	Stock	50,000	37,000
Bank Loan	35,000	--	Debtors	40,000	32,100
Creditors	75,000	67,600	Cash	250	300
Provision for Tax	15,000	17,500	Bank	--	4,000
			Goodwill	--	2,500
<b>Total</b>	<b>2,65,250</b>	<b>2,55,400</b>	<b>Total</b>	<b>2,65,250</b>	<b>2,55,400</b>

The following additional information is also provided:

- Dividend paid during 2002 is Rs.11,500
  - Depreciation written off on Plant Rs.7,000
  - Income Tax provision made during the year Rs.16,500/-
- (Or)

(b) Elaborate on the classification of ratios.

- 11 (a) John Industries is actively considering investing in a project with a capital outlay of Rs.10,00,000. The projected annual income after depreciation but before tax is as follows:

Year	Rupees
2008	5,00,000
2009	5,00,000
2010	4,00,000
2011	4,00,000
2012	2,00,000

Depreciation may be taken as 20% on original cost and taxation at 50% of net income. You are required to evaluate the decision of project according to each of the following methods:

- Pay Back method
- Discounted cash flow method taking cost of capital as 10% : [Discount factor at the year of 1,2,3,4 & 5 are respectively 0.909, 0.826, 0.751, 0.683, 0.621]

(Or)

(b). Explain 'Du Pont' Control chart.

12. (a) Discuss about the 'Common Size Financial Statement'.  
(Or)  
(b) Calculate Working Capital based on the following:  
Capital:Rs.5,00,000, Debentures:Rs.8,00,000, Trade Debtors:Rs.3,50,000,  
Contingent Liabilities: Rs.2,25,000,  
9% Loan Rs.10,25,000/-, Sundry Creditors:Rs.1,85,000/- , Stock-in-  
Trade:Rs.3,00,000/-, Pre-paid Expenses:Rs.55,000, Advances from  
Consultancy:Rs.1,15,000/-, Provision for Taxation: Rs.2,15,000/-,  
Goodwill: Rs.7,12,000/-, Land & Building:Rs.10,00,000/-, Bills  
Payable:Rs.65,000, Salary Outstanding Rs.91,000/-.
13. (a) What do you mean by 'capitalisation'?  
(Or)  
(b) Indicate whether each of the following transactions would be a source  
(increase) or use (decrease) of funds if funds are defined as cash:
- (i) Sale of merchandise on account
  - (ii) Sale of merchandise on cash
  - (iii) Borrowing cash on a short-term note payable
  - (iv) Collection of accounts receivable
  - (v) Purchase of merchandise on account
  - (vi) Purchase of merchandise on cash
  - (vii) Purchase of equipment on account
  - (viii) Declaration of dividend payable in cash
  - (ix) Payment of dividend declared earlier
  - (x) Payment of accounts payable
  - (xi) Issuance of dividend in the form of share capital
  - (xii) Recording periodic depreciation
  - (xiii) Recording the bad debts
  - (xiv) Recording the provision for taxation

Model Question Paper  
BHM 607 Sub: – Hospitality Sales and Marketing

3<sup>rd</sup> Yr, VI Semester  
Time: 2Hrs

Marks: 50

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Part- A

Answer any Five Questions

5x4=20m

1. Define marketing? Explain the functions of marketing?
2. What are the components of a sale?
3. How can we develop and implement the marketing plans?
4. What is the meaning of Telemarketing?
5. Write a short notes on evolution of market
6. How many types of sales are there in different departments of a hotel?
7. What do you know about today's hospitality trends?
8. How do you maintain the client information records in a hotel?

Part- B

Answer All Questions

5x6=30m

- {9} [A] Briefly explain the seven types of marketing?  
Or  
[B] Explain about the globalization and Indian market?
- {10} [A] How can we monitor and evaluate the marketing plan?  
Or  
[B] What are the major sales techniques for hotel industry?
- {11} [A] Briefly explain the marketing concepts with an example?  
Or  
[B] What are the major steps in marketing plan?
- {12} [A] What is the difference between expansion and diversification of markets?  
Or  
[B] How can we organize and design the sales system in a hotel?
- {13} [A] What is the meaning of sales forecasting and what are the special services provided in a hotel?  
Or  
[B] Briefly elaborate the guest preferences