

STRANDS AND STANDARDS

PROSTART LEVEL 2



Course Description

ProStart[®] Level 2 is a companion to ProStart[®] Level 1 from the National Restaurant Association Educational Foundation. ProStart[®] is a program of the National Restaurant Association Educational Foundation. This course introduces students to career opportunities in the restaurant and foodservice industry and provides them with foundational skills in culinary arts and restaurant management that will jump-start their post-secondary experience, in college and/or careers. Prior to beginning ProStart[®] 11, teachers should review safety, sanitation and kitchen essentials with their students found in the ProStart[®] Level 1 textbook. In Utah, FCCLA may complement this course.

***refer to the addendum for specific information.**

Intended Grade Level	11-12
Units of Credit	1.0
Core Code	34.01.00.00.257
Concurrent Enrollment Core Code	34.01.00.13.257
Prerequisite	Food and Nutrition 1, ProStart 2 can be taken before ProStart 1.
Skill Certification Test Number	932
Test Weight	1.0
License Type	CTE and/or Secondary Education 6-12
Required Endorsement(s)	
Endorsement 1	FCS General
Endorsement 2	Food Services/Culinary Arts
Endorsement 3	N/A

STRAND 1

Students will explore basic marketing concepts of the foodservice and hospitality industry.

Standard 1 – Introduction to Marketing

- Define the term marketing.
- Describe the components of the traditional/contemporary marketing mix.
- Describe the elements of a marketing plan/strategies.
- Define target market and explain why it is important to a business.
- Analyze the parts of a SWOT analysis.
- Identify and recognize elements of market communications/sales promotion mix.
- Describe the benefits and opportunities of public relations.

STRAND 2

Students will examine the development, construction and management of menu concepts.

Standard 1 – Menu Management

- Determine the importance of the menu to a foodservice operation.
- Compare and contrast the different types of menus including; a la carte, table d'hôte, California, limited, du jour, and cycle menus.
- Organize the information on a menu based on a specific menu type.
- Implement principles of menu layout and design on a specific menu type.
- Explain the purposes of a menu sales mix analysis and define function of Point of Sales (POS) system in place.
- Analyze menu items according to their popularity based on profitability and target margin (Star, Plow horse, puzzle, dog).
- Compare the food cost percentage methods and the contribution margin method for menu pricing.

STRAND 3

Students will identify the characteristics of eggs and dairy products.

Standard 1- Eggs and Dairy Products

- Classify dairy milk and milk alternatives and their fat content.
- Classify the different forms of cream and their fat content.
- Classify the different forms of cultured dairy products and their fat content.
- Differentiate between butter and butter substitutes and recognize the characteristics of each.
- Identify ripened and un-ripened cheeses and give characteristics and examples of each.

- Compare the characteristics of fresh eggs and market forms of eggs and identify ways to use and keep them safe.
- Prepare eggs using three different cooking methods such as poach, rolled omelet and sunny side up.

STRAND 4

Students will explore the facets of breakfast foods.

Standard 1= Breakfast Cookery

- Describe the three types of breakfast service.
- Investigate various types of pancakes, crepes, waffles and French toast.
- Compare and contrast characteristics of breakfast meats including shrinkage.
- Distinguish differences between various breakfast starches.

STRAND 5

Students will explore and utilize fruits.

Standard 1- Fruits

- Identify seasons of fruits and utilization of each.
- Identify how purchasing, grading and storing affect fruit selection.
- Explain how to prep fruit for service such as: cleaning, peeling, seeding, trimming and cutting of various types.
- Cook various types of fruit using appropriate methods such as: poaching, grilling and sautéing.

STRAND 6

Students will explore and utilize vegetables.

Standard 1- Vegetables

- Categorize the five types of vegetables.
- Identify how purchasing, grading and storing affect vegetable selection.
- Demonstrate the preparation of various types of vegetables such as: cleaning, chopping, dicing and mincing.
- Define the eleven cooking methods and prepare at least four.
- Identify ways to hot-hold vegetables for safety and quality.

STRAND 7

Students will articulate different types grains, legumes, potatoes, and pasta.

Standard 1- Potatoes, Grains and Pasta

- Compare and contrast the six different types of potatoes.
- Identify procedures for storing potatoes.
- Identify the seven methods for preparing potatoes and prepare at least three.

- Identify and describe different types of grains and legumes.
- Identify the four categories of legumes and the unique properties of each.
- Describe the common wheat and rice varieties.
- Explore the derivatives of corn and oats grains.
- Explore the specialty varieties of grains.
- Explain how to store grains and legumes.
- Prepare various types of grains and legumes.
- Identify and describe different types of pasta including steps in preparing fresh pasta.
- Prepare pasta using a variety of methods.
- Prepare dumplings using a variety of methods.

STRAND 8

Students will identify methods of cost control including budgets.

Standard 1- Introduction to Cost Control

- Identify the types of costs incurred by a foodservice business and give examples of each.
- Explain the purpose of a budget.
- Explain the purpose of a profit-and-loss report.
- Explain the purpose of invoices in a foodservice business.
- Identify tools to help control costs including a Point of Sales (POS) system.

STRAND 9

Students will analyze food costing and methods for control.

Standard 1- Food Costing

- Define the nine steps in controlling food costs.
- Define and calculate food cost and food cost percentage using a standardized recipe.
- Calculate a recipe's yield and the number of portions it will produce using the formula for recipe yields.
- Use a conversion factor to calculate a new yield for an existing recipe.
- Explain the importance of portion control to food cost.
- Explain the food cost percentage method for menu pricing using a 33% food cost.
- List and describe purchasing, receiving, and storage procedures that help to preserve quality and control costs.
- Outline ways to evaluate a finished product for quality.
- Explain the importance of inventory value as it relates to cost control.

STRAND 10

Students will describe the effects of labor costing to a business's success.

Standard 1- Labor Costing

- Explain the importance of standard labor costs to a business's success.
- List factors that affect labor costs.
- Describe the relationship between sales volume and labor costs.
- Explain the difference between a master schedule and a crew schedule.

STRAND 11

Students will evaluate purchasing and inventory procedures.

Standard 1- Purchasing

- Describe the purchasing function.
- Describe the five factors that contribute to the purchasing process.
- Evaluate the goods and services that might be purchased by a foodservice operation.
- Explain quality standards and how they should be used.
- Describe the three layers of distribution and how they determine what and when to order with relation to purchase orders.
- Describe how to receive and store purchased product.
- Differentiate between the methods used to account for inventory.

STRAND 12

Students will apply concepts to build a successful team.

Standard 1- Building Successful Teams

- Explain what is included in a job description and why this document is important to a business.
- Investigate a manager's responsibility for maintaining labor law knowledge.
- Identify methods for ensuring a fair and consistent hiring process.
- Identify discriminatory language and practices in the hiring process.
- Describe the typical phases of onboarding and explain its importance to a business.
- Explain what employees can expect during orientation.
- Identify the six key points of effective employee training.
- Summarize and discuss effective cross-training, group training, and on-the-job-training and the benefits of each.
- Describe the importance of performance appraisals and ongoing feedback.

STRAND 13

Students will articulate why sustainability is important to the foodservice/hospitality industry.

Standard 1- Sustainability

- Identify and list the issues surrounding the global production of seafood, coffee, animals and how sustainability and conservation are connected. Explain why each is important.
- Describe local sourcing and list the different types of growing practices.
- Explain why water conservation and energy efficiency is important and list the ways a restaurant or foodservice operation can improve its water usage and energy efficiency.
- Explain the differences between renewable and nonrenewable energy sources.
- Describe ways a restaurant or foodservice operation can build or make structural improvements to its facility in a sustainable way.
- Describe and list how a restaurant or foodservice operation can reduce, reuse or recycle the total amount of its waste.

STRAND 14

Students will apply basic nutrition concepts within the foodservice/hospitality operation.

Standard 1- Introduction to Nutrition

- Describe why nutrition is important to the restaurant and foodservice industry.
- List the six basic types of nutrients found in food and their function in people's diets.
- Explain how phytochemicals and fiber function in the body.
- Explain what food additives are and how they function in food.
- Explain the role of digestion in nutrition and health.

STRAND 15

Students will apply nutrition concepts to build healthful menus.

Standard 1- Components of Healthful Menus

- Describe the aspects of a healthy diet and the reasons to follow one.
- Use the Dietary Guidelines for Americans and Choose My Plate to plan meals.
- Compare and contrast vegetarian diets.
- List and describe techniques for food preparation that preserve nutrients.
- Analyze ways to make menus and recipes more healthful.
- List and define recent developments in food production that may affect nutrition.

STRAND 16

Students will identify the various forms of meat and its preparation.

Standard 1- Meat

- Outline the federal grading systems for meat.
- Identify receiving and storage procedures for meat.
- Apply basic techniques for cooking meat.

- Match dry heat, moist heat, combination and supplemental (barding, marinating and rubs) cooking methods with different forms of meat.

STRAND 17

Students will identify the various forms of poultry and its preparation.

Standard 1- Poultry

- Outline the federal grading systems for poultry.
- Describe various kinds of poultry including game birds.
- Identify receiving and storage procedures for poultry.
- Demonstrate the steps for the fabrication of poultry.
- Apply basic techniques for cooking poultry.
- Match dry heat, moist heat and combination cooking methods with different forms of poultry.

STRAND 18

Students will identify the various forms of seafood and its preparation.

Standard 1- Seafood

- Outline the federal grading systems for seafood.
- Describe the various forms of shellfish and fin fish.
- Identify procedures for receiving and storing seafood including the shell stock tag.
- Explain the steps for fabricating both shellfish and fin fish.
- Apply basic techniques for cooking seafood such as shallow poach, en papillote and stewing.
- Match various cooking methods with different forms of seafood including fatty fish and lean fish.

STRAND 19

Students will demonstrate knowledge of yeast bread preparation.

Standard 1- Yeast Breads

- Describe the three basic types of yeast bread dough.
- Describe the two basic methods used to make yeast breads.
- List the ten basic steps to making yeast bread.

STRAND 20

Students will demonstrate proficiency in preparing cakes and pies.

Standard 1- Cakes and Pies

- Describe the two categories of cakes and the three methods for preparing cake batters.

- Identify the functions of icings and determine which are best suited for different baked goods.
- Compare and contrast the seven types of icings.
- Define a dessert souffle and how to prepare it.
- Prepare pie dough using the 3-2-1 method and explain blind baking.
- Define a laminated dough and the three roll in methods for preparing the dough.
- Prepare pate a choux or phyllo dough product.

STRAND 21

Students will demonstrate various dessert preparations.

Standard 1- Desserts

- Explain how chocolate is made including; chocolate liquor, cocoa butter, and cocoa powder.
- Identify storing procedures for chocolate.
- Explain the procedure for melting and tempering chocolate.
- Compare and contrast baked and stirred custards and prepare one in a final dessert product.
- Prepare various types of frozen desserts.
- Prepare various poached fruits and tortes.
- Describe various types of dessert sauces including; sabayón, chocolate, caramel and fruit sauces.

STRAND 22

Students will practice proper plating and garnishing techniques.

Standard 1- Plating and Garnishing

- Explain why and how garnish is used.
- Describe the guidelines for plating food for final presentation.
- Demonstrate how desserts & soups should be plated and presented.
- Explain how different types of soups should be garnished.

Workplace Skills

Students will develop professional and interpersonal skills needed for success in the fashion industry.

Determine the difference between hard skills and soft skills.

- **Hard Skills:** Hard skills are specific, teachable abilities that can be defined and measured.
- **Soft Skills:** Personal attributes that enable someone to interact effectively and harmoniously with other people.

Identify soft skills needed in the workplace

- Professionalism
- Respect Legal requirements/expectations
- Good communication skills
- Resourcefulness & creativity
- Work Ethic

Resources

Strand 1

- Pg 14 – 15 SWOT analysis example and definitions
- See current ProStart Competition Management rules for marketing

Strand 9

- Pg 220 – total Food cost percentage for foodservice/restaurant – $\text{total food cost} / \text{food sales} = \text{food cost percentage}$
- Pg 222 – portion cost – follow the gray section
- Pg 223 – Recipe Yields – $\text{Total yield} = \text{total weight or total volume of finished product} / \text{portion size (by weight or volume)}$
- pg 224 - Formula for increasing or decreasing recipe yields $\text{desired yield/original yield} = \text{conversion factor}$
- food cost percentage for menu items – See current ProStart Competition rules