



MERCER
COUNTY COMMUNITY COLLEGE

COURSE OUTLINE

Course Number HOS 203	Course Title Hospitality Purchasing	Credits 3
Hours: Lecture/Lab/Other 3/0/0	Co- or Pre-requisite HOS 111	Implementation Semester & Year Spring 2022

Catalog description:

Accepted practices for receiving, storing and issuing food and nonfood products within the hospitality industry. Covers purchasing major equipment, small wares, tableware, textiles, and vendor services.

General Education Category:
Not GenEd

Course coordinator:
Douglas Fee
feed@mccc.edu
609 570-3447

Required texts & Other materials:

Purchasing for Food Service Managers
M.C. Warfel and Marion L. Cremer
Fifth Edition, 2005
McCutchan Publishing Corporation
ISBN: 0-8211-2279-7

Course Student Learning Outcomes (SLO):

Upon successful completion of this course, the student will be able to:

1. Explain market factors and supply and demand and describe food purchasing mechanics and purchasing options [Supports ILGs # 1, 2 PLOs # 1, 3]
2. Evaluate and apply purchasing specifications to menu items [Supports ILGs # 1, 10 ; PLOs # 2, 7]
3. Demonstrate an understanding of the impact of labor cost and yield and the effect on the AP vs EP price [Supports ILGs # 1, 2, 11 ; PLOs # 2, 3, 7]
4. Explain inventory management principles and purchasing integrity [Supports ILGs # 1, 9, ; PLOs # 3, 4, 7]
5. Identify and analyze equipment requirements as they pertain to the menu and style of service [Supports ILGs # 1, 10, 11 ; PLOs # 2, 3, 7]
6. Develop an understanding of viable substitutions and standardized recipes [Supports ILGs # 1, 9 ; PLOs # 2, 3, 4, 7]

Course-specific Institutional Learning Goals (ILG):

Institutional Learning Goal 1. Written and Oral Communication in English. Students will communicate effectively in both speech and writing.

Institutional Learning Goal 2. Mathematics. Students will use appropriate mathematical and statistical concepts and operations to interpret data and to solve problems.

Institutional Learning Goal 8. Diversity and Global Perspective: Students will understand the importance of a global perspective and culturally diverse peoples

Institutional Learning Goal 9. Ethical Reasoning and Action. Students will understand ethical frameworks, issues, and situations.

Institutional Learning Goal 10. Information Literacy: Students will recognize when information is needed and have the knowledge and skills to locate, evaluate, and effectively use information for college level work.

Institutional Learning Goal 11. Critical Thinking: Students will use critical thinking skills understand, analyze, or apply information or solve problems.

Program Learning Outcomes for Hotel Restaurant and Institutional Management (PLO)

1. Apply safe and sanitary practices within any food production department compliant with laws and safety regulations
2. Develop appropriate menus and recipe selections and recognize costs incurred and apply cost control techniques
3. Plan and direct service for buffets, food-related activities, or functions. Understand the purchasing and requisition process
4. Develop professional written and verbal, communication and computational skills related specifically to hospitality
5. Demonstrate principles of effective human resource management in the supervision of employees
6. Analyze computer data for information that impacts budget and income in the hospitality industry such as prime costs and yield management
7. Understand and apply cost control techniques for various hospitality operations
8. Identify and interpret the skills required in supervisory positions in various segments of hospitality

Units of study in detail – Unit Student Learning Outcomes:

Unit I **Basic Principles and Functions Of Purchasing [Supports Course SLO # 1,]**

Learning Objectives

The student will be able to:

- Explain and discuss food purchasing dynamics
- Interpret markets and their functions
- Analyze food laws and how they pertain to the food buyer
- Discuss the purchasing department in the food service industry
- Analyze the function of the food service purchasing agent
- Examine the mechanics of buying
- Analyze purchasing specifications and testing

Unit II **Cost Control As Related To Purchasing [Supports Course SLOs # 2, 3, 5, 6]**

Learning Objectives

The student will be able to:

- Interpret receiving and how it is a hidden hard spot
- Analyze how the storeroom is a place to make money

- Examine controls and checklists
- Appraise how technology and food service purchasing are related
- Compare common market practices and ethical considerations

Unit III **Food Commodities**[Supports Course SLOs # 1, 2, 3]

Learning Objectives

The student will be able to:

- Compare and contrast Purchasing meat in various states of fabrication and the impact on costs
- Compare and contrast purchasing of poultry and seafood in various states of fabrication and the impacts on costs
- Compare the pricing structure of various dairy products when considering purchasing based upon quantities
- Compare the cost of convenience foods to house made items in terms of quality and costs including labor costs
- Compare and contrast the advantages and disadvantages of purchasing processed fruits and vegetables 2 fresh fruits and vegetables
- Examine the purchasing of groceries and the financial impact sourcing has on the bottom line
- Differentiate the need and cost of special Dietetic foods

Unit IV **Supplies and Services** [Supports Course SLOs # 1, 4, 6]

Learning Objectives

The student will be able to:

- Illustrate the impact of the costs of the big four: China, glassware, silver, and linen
- Analyze the impact of cleaning and operating supplies
- Appraise the value of the maintenance and service contracts utilized in hospitality

Evaluation of student learning:

I.	Units of Measurement Quiz	05%
II.	Four Progress Tests	
	a) Test 1 – Chapters 1 – 7	15%
	b) Test 2 – Chapters 8 – 12	15%
	c) Test 3 – Chapters 13 – 16	15%
	d) Test 4 – Chapters 17 – 25	30%
III.	Workbook Assignments / Class Projects	15%
IV.	Attendance / Class Participation	05%