Sinclair Community College
444 E. Third St.
Dayton, OH 45402

Master Syllabus

HMT 2226 - Hospitality Purchasing & Negotiations

Division: Business and Public Services

Department: Hospitality Management

Credit Hour Total: 3.0 **Lecture Hrs:** 3.0

Prerequisite(s): HMT 1105AND HMT 1110

Date Revised: March 2013

Course Description:

Food service functions regarding negotiations, laws, buying, science, packaging, distribution, ingredient process, storage, organization, cost controls, security and sustainability.

General Education Outcomes:

- Values/Citizenship/Community
- Critical Thinking/Problem Solving

Course Outcomes:

Sustainability
Explanation of the futurist thoughts on Food service.

Assessment Method: Portfolios
Performance Criteria:

Student will be able to perform the stated course outcome task at a minimum of 75% accuracy at the end of the term.

Procurement
The dynamics of food purchasing in regards to law, market, distribution systems, buying decisions and application of food science and sustainability.

Assessment Method: Standardized national examinations
Performance Criteria:

Student will be able to perform the stated course outcome task at a minimum of 75% accuracy at the end of the term.

Purchasing Management
The students will explore measuring and packaging for preservation,sale and distribution. The ingredient process in regards to storeroom practices of shipping, receiving, issuing and cost control measures.

Assessment Method: Standardized national examinations
Performance Criteria:

Student will be able to perform the stated course outcome task at a minimum of 75% accuracy at the end of the term.

Commodities
The students will develop product knowledge of herbs, bakery supplies, various meats, fruits, vegetables, dairy and beverages.

Assessment Method: Oral examination
Performance Criteria:

Student will be able to perform the stated course outcome task at a minimum of 75% accuracy at the end of the term.

Outline:

Food service purchasing
Negotiations for Hospitality Industry
Storeroom functions
Product knowledge
Future of the industry
Sustainability