

Master Syllabus

HMT 2226 - Hospitality Purchasing & Negotiations

Division: Business and Public Services

Department: Hospitality Management

Credit Hour Total: 2.0

Lecture Hrs: 1.0 **Lab Hrs:** 2.0

Prerequisite(s): HMT 1105 AND HMT 1110

Date Revised: January 2017

Course Description:

Food service functions regarding negotiations, laws, buying, science, packaging, distribution, ingredient process, storage, organization, cost controls, security, garden(s) sustainability, and procurement processing experience(s). One classroom, two lab hours per week.

General Education Outcomes:

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

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

Maintain Inside Garden(s) Lab-work Sustainability

Maintain Outside Garden(s) Lab-work Sustainability

Procurement Process Lab-work Experiences