

## 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

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#### 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