

Description of Specific and Related Occupational Training

The occupational essential knowledge and skills listed below are provided as a convenience to promote quality standards in work-based training. Additional space is available to add specific training opportunities not otherwise identified as essential knowledge and skills. NOTE: Occupational training objectives having no state adopted essential knowledge and skills will require the training plans to be individually developed.

Food Production, Management, and Services State Adopted Essential Knowledge and Skills	To Be Done		Related Study Assignments*
	Work-Based Instruction	Class Instruction	
(1A) Describe the organizational structure of food production and service systems.			1
(1B) Describe market segments in the food production and service industry.			39
(1C) Analyze societal, cultural, ethnic, demographic, and economic factors affecting the food production and service industry.			1
(1D) Analyze the impact of technological innovations on the food production and service industry.			37
(1E) Summarize the roles and services of professional organizations serving the food production and service industry.			1
(1F) Predict changes in the food production and service industry for the future.			1
(2A) Identify policies related to wages, benefits, and performance of employees.			37, 38
(2B) Evaluate considerations and accommodations for employees and customers with special needs.			15
(2C) Summarize the goals and mission of various food production and service organizations.			34
(2D) Analyze the relationship of multicultural awareness to target markets and customer services.			39
(3A) Contrast various ownership and management structures in the food production and service industry.			1
(3B) Describe various types of food production and service operations.			1
(3C) Explain management functions in food production and service operations.			34, 38
(3D) Explain components of a strategic business plan.			39
(3E) Analyze styles of supervision.			34
(3F) Analyze issues affecting management of human resources.			38
(3G) Practice effective management of resources.			9, 37

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	Work-Based Instruction	Class Instruction	
(4A) Describe types of establishments in commercial foodservice.			1
(4B) Describe forms of service utilized in foodservice establishments for presenting food to guests.			4, 5, 7, 8
(4C) Explain the relationship of concept, market segment, menu, and theme in commercial foodservice.			39
(4D) Distinguish types of restaurant ownership.			1
(4E) Describe services to segments of the institutional foodservice industry.			1
(4F) Explain how the menu reflects the foodservice plan for meeting customer needs and wants.			39
(5A) Analyze various types of marketing strategies.			39
(5B) Describe the roles of public relations and publicity in the food production and service industry.			40
(5C) Explain the types of direct marketing materials.			39
(5D) Explain the use of special events and promotions in the food production and service industry.			39
(5E) Apply available technological innovations utilized in the food production and service industry to enhance sales and marketing strategies.			40
(6A) Summarize legislation, government regulations, and public policy affecting the food production and service industry.			10, 34
(6B) Describe considerations regarding liability for injuries or damages to customers, employees, or facilities.			10, 11
(6C) Interpret laws and policies pertaining to food production and service establishments.			10, 11, 12, 13, 34
(7A) Determine employer and employee responsibilities for workplace safety.			10, 11
(7B) Evaluate regulations and standards guiding safety in the food production and service industry.			10, 12, 13
(7C) Identify major causes of accidents and ways to prevent them.			10
(7D) Demonstrate emergency first aid procedures.			11

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	Work-Based Instruction	Class Instruction	
(7E) Follow employer policies for handling emergencies.			11
(7F) Analyze the division of workplace responsibilities.			10
(7G) Use appropriate terminology related to the food production and service industry.			All chapters except 3 and 40
(7H) Implement appropriate work-simplification procedures when performing assigned tasks.			20
(8A) Comply with government regulations and policies that apply to food safety and sanitation techniques utilized in food production and service.			12, 13
(8B) Practice correct sanitation procedures in food production and service operations.			12, 13
(8C) Describe food-borne illnesses, their causes, and prevention methods.			13
(8D) Explain the implications of temperature on the storage, preparation, and handling of food.			13
(8E) Follow appropriate procedures for the acquisition, preparation, handling, and storage of food and supplies.			12, 13, 19, 36
(8F) Maintain acceptable standards in employee grooming, health, and hygiene.			12
(8G) Utilize procedures that protect the environment.			13
(8H) Describe environmental factors affecting safe food production.			12, 13
(9A) Utilize effective planning strategies for food production operations.			15, 20, 34
(9B) Analyze the relationship of effective menu planning to successful food production operations.			35
(9C) Practice cost control techniques in food production operations.			35
(9D) Demonstrate appropriate use, care, and maintenance of tools, utensils, and equipment utilized in food production.			16, 17, 18
(9E) Utilize appropriate techniques for preparation and presentation in food production operations according to industry standards.			20, 21, 22, 23, 24, 25, 26, 27, 28, 27, 28, 29, 30, 31. 32. 33

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	Work-Based Instruction	Class Instruction	
(9F) Follow standardized recipes utilized in food production.			20, 35
(9G) Apply nutrition principles in planning, preparation, and presentation for food production operations.			14, 15
(9H) Describe food preparation strategies for meeting special dietary requirements.			15
(9I) Describe food production skills, procedures, and techniques utilized in catering and other specialized food production operations.			8, 21
(9J) Perform appropriate tasks in food production according to industry standards.			16, 17, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33
(9K) Apply available technology in food production.			16, 17, 20
(10A) Describe roles and responsibilities in foodservice operations.			3, 4, 5, 6, 7, 9
(10B) Analyze personal qualities and skills required of foodservice employees.			3
(10C) Utilize appropriate techniques for presentation and service in foodservice operations according to industry standards.			3, 4, 5, 6, 7
(10D) Select equipment and utensils appropriate for prescribed tasks.			16, 17, 18
(10E) Perform appropriate tasks in foodservice according to industry standards.			3, 4, 5, 6, 7, 8
(10F) Practice cost control techniques in foodservice operations.			35
(10G) Apply available technology in foodservice.			5, 7, 8, 36, 37, 40
(11A) Identify potential clients and their foodservice needs.			39
(11B) Compare various ways of building and maintaining client-based services.			3, 40
(11C) Analyze various companies' practices regarding customer satisfaction.			39
(11D) Apply techniques that promote customer service and satisfaction.			3, 5
(11E) Utilize strategies for complaint resolution.			40

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	Work-Based Instruction	Class Instruction	
(11F) Demonstrate friendly customer service.			3
(11G) Evaluate criteria affecting quality service.			3, 40
(11H) Implement quality assurance standards in all aspects of the food production and service industry.			12, 13, 34, 40
(12A) Demonstrate effective verbal, nonverbal, written, and electronic communication skills.			3
(12B) Demonstrate effective methods to secure, maintain, and terminate employment.			38
(12C) Demonstrate positive interpersonal skills including conflict resolution, negotiation, teamwork, and leadership.			3
(12D) Evaluate the relationship of good physical and mental health to job success and achievement.			3
(12E) Demonstrate appropriate grooming and appearance for the workplace.			3
(12F) Demonstrate appropriate business and personal etiquette in the workplace.			3
(12G) Exhibit productive work habits and attitudes.			3
(13A) Determine preparation requirements for various levels of employment in a variety of food production, management, and services careers.			2
(13B) Analyze the future employment outlook in food production, management, and services.			2
(13C) Describe entrepreneurial opportunities in food production, management, and services.			2
(13D) Determine how interests, abilities, personal priorities, and family responsibilities affect career choice.			
(13E) Compare rewards and demands for various levels of employment in a variety of careers.			
(13F) Determine continuing education opportunities that enhance career advancement and promote lifelong learning.			
(14A) Summarize the rights and responsibilities of employers and employees.			

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(14B) Exhibit ethical practices as defined by the food production and service industry. (15A) Analyze challenges of managing multiple family, community, and wage-earner roles. (15B) Exhibit management practices facilitating individuals assuming multiple roles.			2, 36

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