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FINAL EXAMINATION**

COURSE NAME : F&B PROCUREMENT AND COSTING
COURSE CODE : DHM 2073
EXAMINATION : JUNE 2023
DURATION : 3 HOURS

INSTRUCTION TO CANDIDATES

1. This question paper consists of **FOUR (4)** parts :
 - PART A (20 Marks)
 - PART B (20 Marks)
 - PART C (40 Marks)
 - PART D (20 Marks)

2. Candidates are not allowed to bring any material to examination room except with the permission from the invigilator.

3. Please check to make sure that this examination pack consist of:
 - i. The Question Paper
 - ii. An Objective Answer Paper
 - iii. An Answering Booklet

DO NOT TURN THIS PAGE UNTIL YOU ARE TOLD TO DO SO

*This examination paper consists of **13** printed pages including front page*



PART A

This part consist of **TWENTY (20)** questions.

Answer ALL in Objective Answer Paper.

1. Which from the following below are tasks of procurement

- i. Selling
- ii. Selecting
- iii. Inspecting
- iv. Controlling

A i, ii

B ii, iii

C i, ii, iii

D ii, iii, iv

2. _____ is refer to the total dollar volume sales for which a given server has been responsible in a given time period such as meal period a day or by week.

- A Total per seat
- B Total sale per server
- C Total sales per covers
- D Total sales per category

3. _____ is used for various important purposes such as establishing unit costs, determining menu prices and comparing present with past labour costs.

- A Prime costs
- B Planned costs
- C Historical costs
- D Controllable costs

4. Identify which one combination of non - commercial segments in hospitality operation?
- A Casinos and food courts.
 - B Spas and military installations.
 - C Hospitals and community centers.
 - D Fast food restaurants and cafeterias.

5.

$$\text{"X"} = \frac{\text{Total dollar sales}}{\text{Total number of covers}}$$

Figure 1

Based on **figure 1** the 'X' formula is referring to _____.

- A sale price
 - B seat turnover
 - C average sales
 - D average covers
6. Which of the following below is **TRUE** definition of purchasing?
- A Selling for item and services by withdraw some value to get something.
 - B Paying for item and services by withdraw some value to get something.
 - C Storing for item and services by withdraw some value to get something.
 - D Controlling for item and services by withdraw some value to get something.
7. Which of the following below are **NOT** objectives of purchasing?
- A .Maximize investment.
 - B Maintain quality of products.
 - C Maintaining an adequate supply.
 - D Obtain the lower edible portion (EP).

8.

Document completed by the buyer and given to the supplier listing item that will be purchased.

Figure 2

Based on **figure 2**, this statement is referring to _____.

- A purchase order
- B credit memorandum
- C purchase requisition
- D pickup memorandum

9. Which of the following below are activities that involved in audit trail?

- A Account.
- B Banquet.
- C Storeroom.
- D Maintenance.

10.

- Estimate quantities need
- Developed purchase order
- Select and negotiate with vendor

Figure 3

Based on **figure 3**, all above statements are referring to _____.

- A issuing procedures
- B storing procedures
- C receiving procedures
- D purchasing procedures

11. _____ are alcoholic beverage produced by the distillation of a fermented liquid maybe made from grain, fruit or any of number of other food products including sugarcane and potatoes.
- A Stouts
 - B Spirits
 - C Lagers
 - D Porters
12. Which of following below is an example of carbonated wines?
- A Rose wine.
 - B Blush wine.
 - C Fortified wine.
 - D Sparkling wine.
13. _____ is added into the liquids and ferments for up to two weeks.
- A Rice
 - B Yeast
 - C Sugar
 - D Grapes
14. Licenses state and control states are establishing of _____ standards for beverages purchasing.
- A price
 - B quality
 - C quantity
 - D production
15. Brand name wine is primarily known by the name of _____.
- A region
 - B district
 - C country
 - D producer

16. Which of the following below is an important objective in storing area?
- A Ensuring accessibility.
 - B Preventing wastage cost.
 - C Maintaining product quantity.
 - D Keeping unfinished inventory.
17. The following types of procedure can be used to keep storage areas with secured _____.
- A unlimited access
 - B back the bar storage
 - C storeroom key control
 - D ununlockable storage area
18. What are two (2) elements in receiving activities?
- A Supplier and buyer.
 - B Security and sanitation.
 - C Punctuality and freshness.
 - D Invoice and purchase order.
19. What are the main tools and equipment that will be used in receiving area
- A Table and scales.
 - B Fridge and freezer.
 - C Receipt and calculator.
 - D Knife and chopping board.

20. Which of following below are details information of bin card?

- i. Memo
- ii. Balance
- iii. Unit sale
- iv. Date issue

- A i, iii
- B ii, iv
- C i, ii, iii
- D ii, iii, iv

[20 MARKS]

PART B

This part contains of TWENTY(20) questions.

Answer ALL questions in Answering Booklet.

Physical inventory	Predetermined purchase point	Plow horse	Cost of food used	Menu engineering
Bin card	Telephone directories	Cash	Cash discount	Invoice
Geographic	Call brand	Purchase specification	Par level	KOT
Weekly analysis	Menu mix	Theft and pilferage	Draw attention	Perpetual inventory

1. A _____ is keep purchases and issue continuously recorded for each product in storage so that the balance in stock is always available at all times.
2. Essential information can be attached to shelves and served as a shelf label and it usually includes important notes or detail such as name, date receive and quantity. This statement is referring to _____.
3. Disadvantages of a _____ is does not indicate how much of each product should be available in storage area.
4. A _____ is one used only if the specific brand is requested by a customer.
5. One must establish both minimum and maximum counts required in order determining what item and when it is ready to be purchased in order to prevent from out of stock. This statement is referring to _____.
6. Cost of food available is minus to ending inventory and equal to _____.

7. The _____ prepare by the supplier contains the same essential information as the purchases order that is quantities, description of items and price.
8. Basic objective of inventory record keeping system is to avoid problem from _____.
9. Par level also will be known as _____.
10. A _____ is referred to as product description of the entire characteristic in a product required to fill a certain production and or service need. It typically includes product information that can be verified upon delivery and that can be communicated easily from buyers to suppliers.
11. _____ is an analysis of customer preferences in menu item selection that related with demand elasticity.
12. A highlighted box or color area like the one used in this French menu will emphasis customers _____.
13. The payment received in _____ should always be checked in front of the guest at the same time when change is given then it should be counted back to customer. The currency notes should be checked for their authenticity and proper shape.
14. _____ will be known as kitchen order ticket and it using in duplicate and triplicate checking system.
15. _____ is also good basis for running a profit and loss report due to revenue against weekly purchase or sale, payroll and average value on hand inventory.
16. _____ is a study of the profitability and popularity of menu items and how these two factors influence the placement of these items on a menu.

17. A _____ wine is one named for its place of origin.
18. In menu engineering concept, _____ is referring to menu item selling very well, but that menu doesn't significantly increase revenue.
19. The _____ book provide list of supplier that can easily be select; for example Yellow Pages.
20. A supplier maybe willing to accept a lower AP price provided they receive cash in advance at the time of delivery. This practice is referred to as a _____.

[20 MARKS]

PART C

This part contains of **ELEVEN (11)** questions.

Answer **ALL** questions in Answering Booklet.

QUESTION 1

Discuss **four (4)** technique to identify supply sources.

(4 marks)

QUESTION 2

Explain down **four (4)** objective of purchasing

(4 marks)

QUESTION 3

Clarify the meaning of control process.

(2 marks)

QUESTION 4

Justify **three (3)** types of bar.

(3 marks)

QUESTION 5

Recognize **five (5)** disadvantages of standardized recipe?

(5 marks)

QUESTION 6

Manage **three (3)** term in color classification to identify wine.

(3 marks)

QUESTION 7

Determine **three (3)** types of fruits that have been using in wines production.

(3 marks)

QUESTION 8

Discover **four (4)** the process methods of brewing beers.

(4 marks)

QUESTION 9

Give down **three (3)** examples of liquid items that are commonly portioned by volume.

(3 marks)

QUESTION 10

Indicate any **four (4)** disadvantages when using electronic method for maintaining sales history.

(4 marks)

QUESTION 11

Restate **five (5)** factor affecting the menu pricing.

(5 marks)

[40 MARKS]

PART D

This part contains of **TWO (2)** questions.

Answer **ALL** questions in Answering Booklet.

QUESTION 1

There are various method of making payment that can apply for the consumer food and beverage services.

Briefly explain **five (5)** most popular method that customer can use for making their payment. Give the examples to support your answer.

(10 marks)

QUESTION 2

The menu engineering concept requires management to orient itself to the number of dollar sales in that menu contributes to profitability, not to merely monitor cost percentages. A pricing strategy that is based on solely upon costs and cost mark – ups maybe dangerously inaccurate and inadvertently be constraining a food service operators ability to maximize revenues and profits.

Briefly explain about the **five (5)** factors of affecting the menu pricing in the food service industry.

(10 marks)

[20 MARKS]

END OF QUESTION PAPER

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