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FINAL EXAMINATION**

COURSE NAME : F&B PROCUREMENT AND COSTING
COURSE CODE : DHM2073
EXAMINATION : JUN 2024
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 **15** printed pages including front page*

PART A

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

Answer ALL in Objective Answer Paper.

1. The total number of one dish or any menu item sold in a given time period known as
as
 - A total sales.
 - B total covers.
 - C seat turnover.
 - D total number sold.

2. Which of the following are activities in procurement process?
 - i. Selling
 - ii. Storing
 - iii. Issuing
 - iv. Receiving
 - A i, ii
 - B i, iii
 - C ii, iv
 - D ii, iii, iv

3. Establishing unit costs, determining menu prices and comparing present with past labor costs known as
 - A food.
 - B prime cost.
 - C planning cost.
 - D historical cost.

4. Which of the following are types of operations that are generally considered a part of the commercial segment in the hospitality industry?
- i. Resort
 - ii. Shelter
 - iii. Cafeterias
 - iv. Religious facilities
- A** i, ii
B i, iii
C ii, iv
D ii, iii, iv
5. The revenue resulting from the exchange of products and services for value known as
- A** cost.
 - B** sales.
 - C** sales price.
 - D** seat turnover.
6. How to reduce the cost of purchasing?
- A** Sale discount.
 - B** Cash discount.
 - C** Supply discount.
 - D** Purchased discount.
7. Which of the following is not an objective of purchasing?
- A** Minimize investment.
 - B** Maintain an adequate supply.
 - C** To obtain lower Edible Portion.
 - D** To decrease the quality of products.

8. Which of the following are types of purchasing?
- Group purchasing
 - Centralized purchasing
 - Cooperative purchasing
 - Independent purchasing
- A i, ii, iii
B i, iii, iv
C ii, iii, iv
D i, ii, iii, iv
9. A document completed by a buyer and sent to a supplier for an order. This statement best describes
- A invoice.
B purchase order.
C sale summary sheet.
D purchase requisition.
10. Which of the following department is not involved in audit trail?
- A Storeroom.
B Purchasing department.
C Human resources department.
D Food and beverages department.
11. In the process of brewing beer, _____ is added and the liquid ferments for up to two weeks.
- A rice
B corn
C yeast
D barley

12. Which of the following is related to types of wine?
- A Ales.
 - B Lagers.
 - C Stouts.
 - D Sparkling.
13. An alcoholic beverage produced by the distillation of a fermented liquid may be made from grain, fruit or any other food products including sugarcane and potatoes. This statement refers to
- A beer.
 - B wine.
 - C spirits.
 - D non-alcoholic beverages.
14. Brand name wine is primarily known by the name of
- A region.
 - B district.
 - C country.
 - D producer.
15. Which of the following is considered a carbonated non-alcoholic beverage?
- A Spirit.
 - B Stouts.
 - C Lagers.
 - D Seltzer.
16. What are the elements that must be controlled in the dry storage area?
- A Humidity, alkalinity, light.
 - B Humidity, temperature, light.
 - C Alkalinity, temperature, light.
 - D Humidity, alkalinity, temperature.

17. What does inventory mean?

- A A record of material assets owned by an organization.
- B The process used to supply food to production units after receiving it.
- C An activity for ensuring that products delivered by suppliers are those that were ordered.
- D An itemized commercial document that records the products or services delivered to the customer.

18. To control production volume, the following standards procedures are required except

- A maintaining sales history.
- B forecasting portion sales.
- C determining production quantities.
- D compare the invoice with the orders.

19. How to determine production quantities?

- A The invoice sheet.
- B The market list sheet.
- C The production sheet.
- D The purchase order sheet.

20. Which of the following is an example of a perishable food item?

- A Cooking oil.
- B Dairy product.
- C Canned product.
- D Biscuit and crackers.

[20 MARKS]

PART B

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

Answer ALL questions in Answering Booklet.

physical inventory	perishable food	blanket order	purchasing cycle
exchange	audit trail	direct issues	standard portion size
fixed cost	receiving	cash discount	edible portion
purchase requisition	average sale	payrolls cost	contribution margin
call brand	seat turnover	bin card	point of sales

1. An activity for ensuring that products delivered by suppliers are those that were ordered known as _____.
2. A _____ is one used only if the specific brand is requested by a customer.
3. _____ are products that are sent directly from receiving to production without going through storage.
4. _____ means a document that records the status of goods held in stock of a store maintained by the storekeeper, showing the inflow and outflow movement of the stock.
5. A _____ is the periodic actual counting and recording of products in stock in all storage areas.
6. The weight of a product after it is processed, prepared or cooked, or in other words, the amount that is available for service to guest known as _____.
7. A computerized device that records sales information, among numerous other functions known as _____ system.

8. Building, rental and insurance are examples of _____.
9. Sales only can occur from _____ of a products and services for a value.
10. Divide the total dollar sales by the total number of covers to determine _____.
11. _____ include salaries, wages and employee benefits.
12. Audit trail also known as _____.
13. These are food items with short useful lives after they have been received. _____.
14. Divide the number of customers served by the total number of seated to determine _____ rate.
15. A viable alternative only when the buyer has the authority to promise a quick payment and only when enough cash is available is known as _____.
16. The first document in the purchasing process used by foodservice managers to request food items from purchasing manager department. This statement best describes the _____.
17. An analysis of the gross profit for each menu item related to price elasticity known as _____.
18. A _____ represents the amount (weight, volume, count) of each food item that is to be served each time that item is ordered.
19. A series of records, documents and reports that trace the flow of resources through an operation known as _____.

20. A _____ is a long-term agreement between an organization and a supplier to deliver goods or services with a set price on a recurring basis over a specified time period.

[20 MARKS]

PART C

This part consists of **EIGHT (8)** questions.

Answer ALL questions in Answering Booklet.

QUESTION 1

Supplier selection is the process of choosing which prospective vendor or supplier should an organization get into business with. One of the primary goals of supplier selection is to establish a mutually-beneficial business-to-business relationship with a reliable supplier that provides the most value for money.

Discuss **six (6)** characteristics of a good supplier.

(6 marks)

QUESTION 2

Purchasing is the process of buying or acquiring goods and services to make supply chain management more efficient. Goods, materials, and equipment procured in this process play a key role in improving the quality of products/services produced by the organization.

Discover **four (4)** objectives of purchasing.

(4 marks)

QUESTION 3

A purchase specification is a concise description of the quality, size, weight, count and other factors needed to describe a desired item. In addition to describing what the operation requires, standard purchase specifications offer several other advantages.

Describe **five (5)** objectives of purchase specification.

(5 marks)

QUESTION 4

To extend the longevity of food used at home or in your food business, you can use refrigeration, freezing, canning, sugaring, salting, and even vacuum packing. Raw food and cooked food should be stored separately in the fridge. Always store raw food in sealed or covered containers at the bottom of the fridge.

Discuss **four (4)** activities of security concern in the storage area.

(4 marks)

QUESTION 5

A buyer can use several methods in an attempt to decrease an As Purchase price. A through value analysis of all products and services purchased will reveal the most feasible ones.

Explain **five (5)** ways to reduce the cost.

(5 marks)

QUESTION 6

Menu is a list of dishes served at or available for a meal. The five types of menus most commonly used are à la carte menus, static menus, du jour menus, cycle menus, and fixed menus.

Discuss **six (6)** factors that affect menu pricing in the food service industry.

(6 marks)

QUESTION 7

Menu planning principles include balance, nutritional quality, aesthetics, and variety, including color, texture, flavors, shapes and sizes of food. The equipment and personnel available to produce and serve the menu are also important considerations in planning the menu.

Construct **five (5)** general principles for making basic restaurant design menus and layout.

(5 marks)

QUESTION 8

Menu engineering involves categorizing all menu items into one of four menu engineering categories, based on the profitability and popularity of each item. Menu engineering can help restaurants maximize profitability by identifying high-margin and popular dishes.

Define menu engineering and analyze the **four (4)** menu engineering concepts.

(5 marks)

[40 MARKS]

PART D

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

Answer ALL questions in Answering Booklet.

QUESTION 1

Sales is defined as revenue resulting from the exchange of products and services for value. There are two basic groups of terms normally used in food and beverages operations to express sales concepts which are monetary and non-monetary.

Given the following information, answer each question by showing the formula and calculation.

- i. The sale price for a Grilled Salmon Steak is RM45.00 and the cost percentage was allocated at 28%. What is the present cost?
(2 marks)

- ii. Calculate the cost percentage when the cost for Fried Calamari is RM7.50 and sales price at RM23.00.
(2 marks)

- iii. Calculate sale price for Cod Fish and Chips when cost percentage was allocated at 22% and cost at RM45.00.
(2 marks)

- iv. Calculate the average check from the following data; Number of customers 1452, Total sales RM76,423.90.
(2 marks)

- v. Calculate seat turnover when 396 customers are served during lunch and the restaurant has 55 seats.
(2 marks)

QUESTION 2

The daily cash report is used by cashiers to account for all of the cash and cash equivalents collected in order to close out their cash drawers at the end of the day, shift or open period.

ITEM	QUANTITY SOLD	SELLING PRICE PER UNIT (RM)	TOTAL SALES (RM)
CHICKEN			
Chicken Piccata	?	18.90	226.80
Original Baked Chicken	24	22.90	?
Boneless Tender	17	24.70	?
BBQ Chicken	?	25.90	543.90
Volcano Chicken	11	19.90	218.90
SEAFOOD			
Smoked Salmon	12	28.00	336.00
Trout Grenobloise	15	26.90	?
Fish and Chips	?	18.00	306.00
Grilled Octopus	21	?	520.80
Lemon Butter Cod	16	34.70	?
BEEF & LAMB			
Pan Seared Lamb	12	27.90	334.80
Grilled Rosemary Lamb	?	43.00	903.00
Bountiful Beef Ribs	16	36.90	?
Beef Short Rib	?	32.00	576.00
Sirloin Steak	27	36.00	972.00

Figure 1.0 The Buddies Bistro, Daily sales and cover

By using the Buddies Bistro daily sales report information given in Figure 1.0, answer the following questions by showing the formula and calculation.

- i. Calculate the total sales for Original Baked Chicken.
(2 marks)
- ii. Calculate the quantity sold for Grilled Rosemary Lamb.
(2 marks)
- iii. Calculate the selling price for one portion of Grilled Octopus.
(2 marks)
- iv. If lamb is priced at RM24.90 per kg, and the yield percent is 72%, what is the edible portion cost?
(2 marks)
- v. If the edible portion cost for salmon is RM35.00 per kg, and the yield percent is 68%, what is the as purchase cost?
(2 marks)

[20 MARKS]

END OF QUESTION PAPER

