

# ProStart II (3<sup>rd</sup> Edition)

<b>Levels:</b>	<b>Grades 11-12</b>
<b>Units of Credit:</b>	<b>1.00</b>
<b>CIP Code:</b>	<b>20.0511</b>
<b>Core Code:</b>	<b>34-01-00-00-257</b>
<b>Prerequisite:</b>	<b>Food and Nutrition I and II</b>
<b>Skill Test:</b>	<b># 932 – NRA ProStart Test provided by URA</b>
<b>Textbook:</b>	<b>Foundations of Restaurant Management &amp; Culinary Arts: Level 2</b>

## COURSE DESCRIPTION

ProStart II is a companion course to ProStart I from the National Restaurant Association (NRA). Students will explore the world of culinary arts and hospitality management as they learn about topics such as nutrition, marketing, and food preparation. Prior to beginning this course, teachers should review safety, sanitation and kitchen essentials with their students. These are found in chapters 2-5 of year one. FCCLA may be an integral part of this course.

## CORE STANDARDS, OBJECTIVES, AND INDICATORS

### STANDARD 1

**Students will explore the facets of Breakfast Foods and Sandwiches.**

### OBJECTIVES – CHAPTER 1: BREAKFAST FOODS AND SANDWICHES

**Objective 1:** List the characteristics of milk and identify ways to keep it safe.

**Objective 2:** Identify the different forms of cream and their fat contents.

**Objective 3:** Differentiate between butter and butter substitutes and recognize the characteristics of each.

**Objective 4:** Identify the different types of cheese and give examples of each.

**Objective 5:** List the characteristics of eggs and identify ways to keep them safe.

**Objective 6:** Prepare and serve eggs using a variety of cooking methods.

**Objective 7:** Prepare pancakes, crepes, waffles, and French toast.

**Objective 8:** Prepare ham, hash, grits, cold cereals, oatmeal, and sausage.

**Objective 9:** Prepare coffee, tea, and cocoa.

**Objective 10:** Give examples of different types of sandwiches, including simple hot, open-faced, hors d'oeuvres, grilled, deep-fried, and simple cold.

**Objective 11:** Explain the roles of the three components of a sandwich: bread, spread, and filling

**Objective 12:** Prepare common sandwich spreads and fillings.

**Objective 13:** List the necessary tools and equipment to make sandwiches at a sandwich station.

**Objective 14:** Demonstrate preparation of several types of sandwiches.

## **STANDARD 2**

**Students will understand and apply basic nutrition.**

### **OBJECTIVES – CHAPTER 2 - NUTRITION**

**Objective 1:** List the six basic types of nutrients found in food.

**Objective 2:** Describe how phytochemicals and fiber function in the body.

**Objective 3:** Name the types of carbohydrates and fats and describe their function in the body.

**Objective 4:** Identify food sources of carbohydrates and fats.

**Objective 5:** Describe cholesterol and identify its food sources.

**Objective 6:** Describe the makeup of proteins and their function in the body.

**Objective 7:** Identify food sources of proteins.

**Objective 8:** Describe the three major vegetarian diets.

**Objective 9:** List the functions of vitamins, minerals, and water in the body.

**Objective 10:** Identify food sources of vitamins, minerals, and water.

**Objective 11:** Explain what food additives are and how they function in food.

**Objective 12:** Explain the role of digestion in nutrition and health.

**Objective 13:** List and describe techniques for food preparation that preserve nutrients.

**Objective 14:** Suggest ways to make menus and recipes more healthful.

**Objective 15:** Suggest healthful substitutes for high-fat items.

**Objective 16:** List and define recent developments in food production that may affect nutrition.

## **STANDARD 3**

**Students will explore controlling foodservice costs.**

### **OBJECTIVES – CHAPTER 3: CONTROLLING FOOD SERVICE COSTS**

**Objective 1:** Identify the types of costs incurred by a foodservice business and give examples of each.

**Objective 2:** Explain the purposes of a budget.

**Objective 3:** Explain the purpose of a profit-and-loss report.

**Objective 4:** Identify methods for analyzing profit-and-loss reports.

**Objective 5:** Explain the purpose of invoices in a foodservice business.

**Objective 6:** Identify tools to help control costs.

**Objective 7:** Define and calculate food cost and food cost percentage.

- Objective 8:** Given a problem, calculate as purchased (AP) and edible portion (EP) amounts.
- Objective 9:** Calculate the total cost and portion costs of a standardized recipe.
- Objective 10:** Develop a recipe cost card for a standardized recipe.
- Objective 11:** Explain the importance of portion control to food cost.
- Objective 12:** Give examples of portion-control devices used in foodservice operations.
- Objective 13:** List the steps in the process to control food costs.
- Objective 14:** Forecast sales by analyzing and evaluating sales histories, popularity indices, and production sheets.
- Objective 15:** Calculate a recipe's yield and the number of portions it will produce.
- Objective 16:** Use a conversion factor to calculate a new yield for an existing recipe.
- Objective 17:** Explain the importance of standards for controlling production volume.
- Objective 18:** List and describe standard procedures used for controlling production volume.
- Objective 19:** List and explain the various methods for menu pricing.
- Objective 20:** Explain the importance of standard labor costs to a business's success.
- Objective 21:** List factors that affect labor costs.
- Objective 22:** Describe the relationship between sales volume and labor costs.
- Objective 23:** Explain the difference between a master schedule and a crew schedule.
- Objective 24:** Describe the components and factors to consider when developing labor schedules.

#### **STANDARD 4**

**Students will compare and present salads and garnishes.**

#### **OBJECTIVES – CHAPTER 4: SALADS AND GARNISHES**

- Objective 1:** Identify and describe the various ingredients used to make salads.
- Objective 2:** List the four parts of a salad and explain the role of each.
- Objective 3:** Identify various types of salad and explain how to prepare them.
- Objective 4:** Explain the roles of salads on the menu.
- Objective 5:** Design attractive salads.
- Objective 6:** Identify proper procedures for cleaning salad greens.
- Objective 7:** Identify proper procedures for storing salads.
- Objective 8:** Differentiate among various oils and vinegars.

**Objective 9:** Prepare vinaigrettes and other emulsions.

**Objective 10:** Match dressings to salad ingredients.

**Objective 11:** Give examples of ingredients used to make dips.

**Objective 12:** Prepare several dips.

**Objective 13:** Give examples of garnishes.

**Objective 14:** Describe and prepare ingredients commonly used as garnishes.

**Objective 15:** Garnish various items, including plates, desserts, and soups.

## **STANDARD 5**

**Students will explore classify purchasing and inventory procedures.**

### **OBJECTIVES – CHAPTER 5: PURCHASING AND INVENTORY**

**Objective 1:** Define the terms purchasing, selection, and procurement.

**Objective 2:** Outline the objectives of the purchasing function in a foodservice operation.

**Objective 3:** Explain the relationship between primary and intermediary sources and retailers.

**Objective 4:** Explain the differences between formal and informal buying and the formal bidding process.

**Objective 5:** List the types of goods and service that a foodservice operation might buy.

**Objective 6:** Describe the buyer's role in a foodservice operation and explain the importance of ethical behavior to a buyer.

**Objective 7:** List the factors that help to determine an operation's quality standards.

**Objective 8:** Identify ways to communicate quality standards and give examples of standards a foodservice operation might use.

**Objective 9:** Describe buyer considerations when conducting a make-or-buy analysis.

**Objective 10:** Outline the process for procuring products and services.

**Objective 11:** Identify production records used to calculate buying needs.

**Objective 12:** Write purchase orders to items to be purchased.

**Objective 13:** List ways to verify that supplier services meet an operation's needs.

**Objective 14:** List factors that affect food prices.

**Objective 15:** List proper procedures for receiving deliveries.

**Objective 16:** List proper procedures for storing food and supplies.

**Objective 17:** Describe perpetual inventory and physical inventory systems.

**Objective 18:** Explain the difference between perishable and nonperishable food items.

## **STANDARD 6**

**Students will identify how to purchase, store and prepare meat, poultry, and seafood.**

### **OBJECTIVES – CHAPTER 6: MEAT, POULTRY, AND SEAFOOD**

**Objective 1:** Outline the federal grading systems for meat.

**Objective 2:** Describe the various kinds of meat.

**Objective 3:** Identify the proper purchasing and storing procedures for meat.

**Objective 4:** List factors that affect purchasing decisions for meat.

**Objective 5:** Outline basic techniques for cooking meat.

**Objective 6:** Match various cooking methods with different forms of meat.

**Objective 7:** Outline the federal grading systems for poultry.

**Objective 8:** Describe the various kinds of poultry.

**Objective 9:** Identify the proper purchasing and storing procedures for poultry.

**Objective 10:** List factors that affect purchasing decisions for poultry.

**Objective 11:** Outline basic techniques for cooking poultry.

**Objective 12:** Match various cooking methods with different forms of poultry.

**Objective 13:** Outline the federal grading systems for seafood.

**Objective 14:** Describe the various kinds of seafood.

**Objective 15:** Identify the proper purchasing and storing procedures for seafood.

**Objective 16:** List factors that affect purchasing decisions for seafood.

**Objective 17:** Outline basic techniques for cooking seafood.

**Objective 18:** Match various cooking methods with different forms of seafood.

**Objective 19:** Identify and describe different types of charcuterie.

**Objective 20:** Explain garde manger and how it relates to charcuterie.

## **STANDARD 7**

**Students will identify and recognize marketing and menu concepts.**

### **OBJECTIVES – CHAPTER 7: MARKETING AND THE MENU**

**Objective 1:** Define marketing, and list the steps in the marketing process.

**Objective 2:** Explain the role that marketing plays in determining products and services.

**Objective 3:** List factors that affect a market environment.

**Objective 4:** Define target market, and explain why it is important to a business.

**Objective 5:** Identify the parts of a SWOT analysis.

**Objective 6:** List ways to attract and keep customers.

**Objective 7:** List reasons why promotions are important.

**Objective 8:** Identify the steps in developing a promotion mix and a promotion plan.

**Objective 9:** Explain the importance of training to promotions.

**Objective 10:** Recognize different types of sales promotions.

**Objective 11:** List the benefits of public relations.

**Objective 12:** Identify opportunities for public relations.

**Objective 13:** Explain the importance of the menu to a foodservice operation.

**Objective 14:** Describe à la carte, table d'hôte, California, limited, du jour, and cycle menus.

**Objective 15:** Organize the information on a menu.

**Objective 16:** Explain principles of menu layout and design.

**Objective 17:** Identify ways to test new menu items.

**Objective 18:** Explain the purposes of a menu sales mix analysis.

**Objective 19:** Define profitability and target margin.

**Objective 20:** Classify menu items according to their popularity.

**Objective 21:** List and compare basic pricing methods.

## **STANDARD 8**

**Students will discuss and prepare desserts and baked goods.**

### **OBJECTIVES – CHAPTER 8: DESSERTS AND BAKED GOODS**

**Objective 1:** Identify and use common ingredients in baking.

**Objective 2:** Calculate ingredient weights using baker's percentages.

**Objective 3:** Convert baking recipes to a new yield.

**Objective 4:** Differentiate between lean doughs, rich doughs, sponge doughs, and sourdoughs, and give examples.

**Objective 5:** Mix yeast dough using the straight mix method.

**Objective 6:** Proof bake shop items.

**Objective 7:** Prepare yeast breads.

**Objective 8:** Prepare different types of quick breads and cake batters.

**Objective 9:** Identify the functions of icings and determine which are best suited for different baked goods.

**Objective 10:** Describe and prepare steamed puddings and dessert soufflés.

**Objective 11:** Prepare pie dough using the 3-2-1 method.

**Objective 12:** Describe the procedure for baking blind.

**Objective 13:** Describe roll-in dough, phyllo dough, and pâte à choux.

**Objective 14:** Prepare cookies using various makeup methods.

**Objective 15:** Explain how chocolate is made, including chocolate liquor, cocoa butter, and cocoa powder.

**Objective 16:** Demonstrate how to store chocolate properly.

**Objective 17:** Explain how chocolate is tempered.

**Objective 18:** Explain how crème anglaise, pastry creams, and Bavarian creams are made, and how they are used in desserts.

**Objective 19:** List the characteristics of ice cream and give examples of other frozen desserts.

**Objective 20:** List the steps for preparing poached fruits and tortes.

**Objective 21:** List guidelines for plating and presenting desserts.

## **STANDARD 9**

**Students will apply the principles of conservation in foodservice.**

### **OBJECTIVES – CHAPTER 9: THE “GREENING” OF FOOD SERVICES**

**Objective 1:** Define the terms sustainability and conservation.

**Objective 2:** Explain why water conservation is important.

**Objective 3:** List ways in which a restaurant or foodservice operation can improve the efficiency of its water usage.

**Objective 4:** Explain the differences between renewable and nonrenewable energy sources.

**Objective 5:** Explain why using energy efficiently is important.

**Objective 6:** List ways in which a restaurant or foodservice operation can improve the efficiency of its energy usage.

**Objective 7:** List ways in which a restaurant or foodservice operation can build or make structural improvements to its facility in a sustainable way.

**Objective 8:** Identify ways to reduce the total amount of waste in a restaurant or foodservice operation.

**Objective 9:** List items that a restaurant or foodservice operation can reuse.

**Objective 10:** List items that a restaurant or foodservice operation can recycle.

**Objective 11:** Define the term local sourcing.

**Objective 12:** Identify the steps a restaurant or foodservice operation should take to purchase and then promote the use of sustainable food products.

**Objective 13:** Identify the issues surrounding the global production of seafood, coffee, animals, and organic food.

## **STANDARD 10**

**Students will identify the characteristics and tradition related to global cuisine of the Americas.**

### **OBJECTIVES – CHAPTER 10: GLOBAL CUISINES – THE AMERICAS**

**Objective 1:** Identify the major influences, ingredients, flavors, and cooking techniques of Northeastern American cuisine.

**Objective 2:** Identify the major influences, ingredients, flavors, and cooking techniques of Midwestern American cuisine.

**Objective 3:** Identify the major influences, ingredients, flavors, and cooking techniques of Southern American cuisine.

**Objective 4:** Identify the major influences, ingredients, flavors, and cooking techniques of Southwestern American cuisine.

**Objective 5:** Identify the major influences, ingredients, flavors, and cooking techniques of Pacific Coast/Rim cuisine.

**Objective 6:** Identify the major influences, ingredients, flavors, and cooking techniques of Mexican cuisine.

**Objective 7:** Identify the major influences, ingredients, flavors, and cooking techniques of Central American cuisine.

**Objective 8:** Identify the major influences, ingredients, flavors, and cooking techniques of Caribbean cuisine.

**Objective 9:** Identify the major influences, ingredients, flavors, and cooking techniques of Brazilian cuisine.

**Objective 10:** Identify the major influences, ingredients, flavors, and cooking techniques of Bolivian cuisine.

## **STANDARD 11**

**Students will identify the characteristics and tradition related to global cuisine of European, Mediterranean, and Eastern Cuisines.**

### **OBJECTIVES – CHAPTER 11: GLOBAL CUISINES 2 – EUROPEAN, MEDITERRANEAN, AND EASTERN CUISINES**

**Objective 1:** Identify the major influences, ingredients, flavors, and cooking techniques of French cuisine.

**Objective 2:** Identify the major influences, ingredients, flavors, and cooking techniques of Italian cuisine.

**Objective 3:** Identify the major influences, ingredients, flavors, and cooking techniques of Spanish cuisine.

**Objective 4:** Identify the major influences, ingredients, flavors, and cooking techniques of Moroccan cuisine.

**Objective 5:** Identify the major influences, ingredients, flavors, and cooking techniques of Greek cuisine.

**Objective 6:** Identify the major influences, ingredients, flavors, and cooking techniques of Tunisian cuisine.

**Objective 7:** Identify the major influences, ingredients, flavors, and cooking techniques of Egyptian cuisine.

**Objective 8:** Identify the major influences, ingredients, flavors, and cooking techniques of Iranian cuisine.

**Objective 9:** Identify the major influences, ingredients, flavors, and cooking techniques of Saudi Arabian cuisine.

**Objective 10:** Identify the major influences, ingredients, flavors, and cooking techniques of Chinese cuisine.

**Objective 11:** Identify the major influences, ingredients, flavors, and cooking techniques of Japanese cuisine.

**Objective 12:** Identify the major influences, ingredients, flavors, and cooking techniques of Indian cuisine.