

**University of Hawaii Maui College**  
**CULN 271 - Purchasing & Cost Controls**

**1. Course Alpha. Please click on the ? to the right for help.**

CULN

**2. Course Number. Please click on the ? to the right for help.**

271

**3. Course Title/Catalog Title. Please click on the ? to the right for help.**

Purchasing & Cost Controls

**4. Number of Credits. Please click on the ? to the right for help.**

4

**5. Contact Hours/Type. Please click on the ? to the right for help.**

- Hour lab (6)
- Hour lecture (2)

4cr. 2 hour lect. 6 hrs. lab. per week

**6. Course Description. Please click on the ? to the right for help.**

Analyzes purchasing and food control systems in commercial food service operations. Practices cost and sales analysis, comparative buying, and inventory control.

**7. Pre-Requisites. Please click on the ? to the right for help.**

CULN 120 and CULN 130<sup>both</sup> with grade C or better; or consent.

**8. Co-requisites.**

N/A

**9. Recommended Preparation.**

ENG 100 & CULN 100

**10. Is this a cross-listed course? Please click on the ? to the right for help.**

NO

**11. Reason for Proposal. Why is this course being proposed or modified? This question requires specific information as part of the explanation. Please click on the ? to the right for help.**

CULN 271 will be **moving from the 3rd semester on the program map to the 4th** to accommodate the CULN 220 and 160 courses move to the third semester.

The prerequisites for the course will change from CULN 112 and Math 50h with grade C or better to CULN 120 and CULN 130 with grade C or better. The higher level culinary prerequisite was established so that students enrolling in this course would have more exposure and overall knowledge of food products prior to entering the course.

The recommendation of ENG 100 along with CULN 100 (culinary math) was added to increase the success rate in a course that is both writing and math intensive.

12. Effective Semester and Year. For new or modified courses, the effective year is one year from the semester proposed. For example, if proposed in Spring 2012, the effective semester is Spring 2013. Please click on the ? to the right for help.

Fall 2015

13. Grading Method. What grading methods may be used for this course? Please click on the ? to the right for help.

- Standard (Letter,Cr/NCr,Audit) (0)

14. Is this course repeatable for credit? How often can this course be counted toward a degree or certificate? Please click on the ? to the right for help.

NO

15. Course Student Learning Outcomes (SLOs). DO NOT ENTER TEXT IN THE TEXT BOX BELOW. Click on the yellow button "COURSE LEARNING OUTCOMES" and enter in that screen. Please click on the ? to the right for help.

Course SLO/Competency	A	B	C	D	E	F	G	H	I	J	K	L
Analyze purchasing and storage considerations for various dry goods, produce, meats and other food products	<input checked="" type="checkbox"/>			<input checked="" type="checkbox"/>						<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>
Identify and practice industry safety and sanitation standards including the safe handling and storage of food products and demonstrate good personal hygiene standards.		<input checked="" type="checkbox"/>						<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Analyze purchasing and storage considerations for various dry goods, produce, meats and other food products												
Discuss and practice high standards of purchasing ethics, integrity and honesty			<input checked="" type="checkbox"/>						<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	
Operate and properly run a storeroom using various forms of control.					<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

**LEGEND**

- A. Receive and store fresh, frozen, refrigerated and staple goods. Describe the importance of receiving and inspecting product as it enters the facility.
- B. Describe formal and informal purchasing methods.
- C. Discuss legal and ethical considerations of purchasing.
- D. Inventory food and non-food items using current technology.
- E. Describe current computerized systems for purchasing and inventory control.
- F. Discuss the flow of goods in a foodservice operation.
- G. Analyze market fluctuations and product cost.

- H. Explain proper receiving and storing of cleaning supplies and chemicals.
- I. Explain the procedures for rotation of stock and for costing and evaluating, including FIFO and LIFO.
- J. Explain regulations for inspecting and grading of meats, poultry, seafood, eggs, dairy products, fruits and vegetables.
- K. Outline yield and quality grades and National Association of Meat Purveyors (NAMP) specifications for meats.
- L. Describe proper procedures of issuing product according to requisition.

Course SLO/PSLO	A	B	C	D
Analyze purchasing and storage considerations for various dry goods, produce, meats and other food products	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Identify and practice industry safety and sanitation standards including the safe handling and storage of food products and demonstrate good personal hygiene standards.	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Analyze purchasing and storage considerations for various dry goods, produce, meats and other food products	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		
Discuss and practice high standards of purchasing ethics, integrity and honesty			<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
Operate and properly run a storeroom using various forms of control.	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>

**LEGEND**

- A. Explain, examine and demonstrate principles and concepts of quality food procurement and identification, food and baking preparation and cost controls, service, and proper use of tools and equipment to produce and serve a variety of professional food items.
- B. Identify and practice the basic principles of culinary service, organization and structure, sanitation and safety in a foodservice operation to maintain the optimum health and satisfaction of the consumer.
- C. Practice standards in behavior, ethics, grooming and dress appropriate to culinary industry professionals.
- D. Demonstrate skills in various areas of the culinary hierarchy: human relations, leadership and personnel management, ethical decision making.

**16. Course Competencies. DO NOT ENTER TEXT IN THE TEXT BOX BELOW. Click on the yellow button "COURSE COMPETENCIES/ISSUES/SKILLS" and enter text in that screen. Course competencies are smaller, simpler tasks that connect to and facilitate the SLOs.**

Competency
Receive and store fresh, frozen, refrigerated and staple goods. Describe the importance of receiving and inspecting product as it enters the facility.
Describe formal and informal purchasing methods.
Discuss legal and ethical considerations of purchasing.
Inventory food and non-food items using current technology.
Describe current computerized systems for purchasing and inventory control.
Discuss the flow of goods in a foodservice operation.
Analyze market fluctuations and product cost.
Explain proper receiving and storing of cleaning supplies and chemicals.

Explain the procedures for rotation of stock and for costing and evaluating, including FIFO and LIFO.
Explain regulations for inspecting and grading of meats, poultry, seafood, eggs, dairy products, fruits and vegetables.
Outline yield and quality grades and National Association of Meat Purveyors (NAMP) specifications for meats.
Describe proper procedures of issuing product according to requisition.

**17. Recommended Course Content and Timeline. The course content facilitates the course competencies. Course content may be organized by weeks, units, topics or the like.**

Week 1

Purchasing Chapter 1 Intro

Controlling Costs Chapter 1 Importance of CC

Week 2

Purchasing Chapter 2 Quality Controls

Controlling Costs Chapter 2 Forecasting Budgets

Week 3

Purchasing Chapter 3 Quantity Requirements

Controlling Costs Chapter 3 Calculating FC

Week 4

Purchasing Chapter 4 Selecting Vendors

Controlling Costs Chapter 4 Menu Pricing

Week 5

Purchasing Chapter 5 Ordering: Pricing

Controlling Costs Chapter 5 Controlling Costs in Purchasing

Week 6

Industry Field Trip

Week 7

Purchasing Chapter 6 Ordering: Procedures

Controlling Costs Chapter 6 Controlling Costs in Receiving

Week 8

Purchasing Chapter 7 Ethics

Controlling Costs Chapter 7 Controlling Costs in Production

Week 9

Research Presentations

Week 10

Purchasing Chapter 8 Following Through

Controlling Costs Chapter 8 Controlling Costs in Service and Sales

Week 11

Controlling Costs Chapter 9 Controlling Costs in Labor

Controlling Costs Chapter 10 Protecting Revenue

Week 12

Study Group Video project Presentations

Week 13

Certification Exam I

Week 14

Certification Exam II

Week 15

Menu Project Presentation

18. Program Learning Outcomes. DO NOT ENTER TEXT IN THE TEXT BOX BELOW. Click on the yellow button "PLOs" and enter text in that screen. Program Student Learning Outcomes (PLOs) supported by this course. If you are not a "program" use the Liberal Arts PLOs, view them by clicking on ? icon to the right.

Program SLO
Explain, examine and demonstrate principles and concepts of quality food procurement and identification, food and baking preparation and cost controls, service, and proper use of tools and equipment to produce and serve a variety of professional food items.
Identify and practice the basic principles of culinary service, organization and structure, sanitation and safety in a foodservice operation to maintain the optimum health and satisfaction of the consumer.
Practice standards in behavior, ethics, grooming and dress appropriate to culinary industry professionals.
Demonstrate skills in various areas of the culinary hierarchy: human relations, leadership and personnel management, ethical decision making.

19. College-wide Academic Student Learning Outcomes (CASLOs). FIRST, fill out the CASLO grid located in the UHMC tab above. Click on the HELP icon for tips on determining support for the CASLOs and indicate your choices below by clicking on the box in front of each supported CASLO. NOTE: Our campus does not use the Preparatory Level, Level 1 and Level 2 designations in the chart below.

<input checked="" type="checkbox"/>	<b>Creativity</b> - Able to express originality through a variety of forms.  <input checked="" type="checkbox"/> Preparatory Level
<input checked="" type="checkbox"/>	<b>Critical Thinking</b> - Apply critical thinking skills to effectively address the challenges and solve problems.  <input checked="" type="checkbox"/> Level 1

<input checked="" type="checkbox"/>	<b>Information Retrieval and Technology</b> - Access, evaluate, and utilize information effectively, ethically, and responsibly.  <input checked="" type="checkbox"/> Level 1
<input checked="" type="checkbox"/>	<b>Oral Communication</b> - Practice ethical and responsible oral communications appropriately to a variety of audiences and purposes.  <input checked="" type="checkbox"/> Level 1
<input checked="" type="checkbox"/>	<b>Quantitative Reasoning</b> - Synthesize and articulate information using appropriate mathematical methods to solve problems of quantitative reasoning accurately and appropriately.  <input checked="" type="checkbox"/> Level 1
<input checked="" type="checkbox"/>	<b>Written Communication</b> - Write effectively to convey ideas that meet the needs of specific audiences and purposes.  <input checked="" type="checkbox"/> Level 2

**GenED SLO**

Creativity - Able to express originality through a variety of forms.

Critical Thinking - Apply critical thinking skills to effectively address the challenges and solve problems.

Information Retrieval and Technology - Access, evaluate, and utilize information effectively, ethically, and responsibly.

Oral Communication - Practice ethical and responsible oral communications appropriately to a variety of audiences and purposes.

Quantitative Reasoning - Synthesize and articulate information using appropriate mathematical methods to solve problems of quantitative reasoning accurately and appropriately.

Written Communication - Write effectively to convey ideas that meet the needs of specific audiences and purposes.

**20. Linking. CLICK ON CHAIN LINK ICON IN UPPER RIGHT HAND CORNER TO BEGIN LINKING. Please click on the ? to the right for help.**

**21. Method(s) of delivery appropriate for this course. Please click on the ? to the right for help.**

- Classroom/Lab (0)

**22. Text and Materials, Reference Materials, and Auxiliary Materials. Please click on the ? to the right for help.**

- ManageFirst Program. Controlling Foodservice Costs. 2 Ed.. NRAEF Pearson, 2013, 0132175274.
- ManageFirst Program. Purchasing. 2 Ed. NRAEF Pearson, 2013, 0132181649.

**23. Maximum enrollment. Please click on the ? to the right for help.**

12 Maximum Replicates industry operation personnel levels, provides for specific instruction and lab skills

**24. Particular room type requirement. Is this course restricted to particular room type? Please click on the ? to the right for help.**

YES

Purchasing Storeroom Lab

**25. Special scheduling considerations. Are there special scheduling considerations for this course? Please click on the ? to the right for help.**

YES

8:00AM-10:50AM

Provides specific educational delivery and receiving times for individual outlets

**26. Are special or additional resources needed for this course? Please click on the ? to the right for help.**

N/A

**27. Does this course require special fees to be paid for by students? Please click on the ? to the right for help.**

NO

N/A

**28. Does this course change the number of required credit hours in a degree or certificate? Please click on the ? to the right for help.**

This course change will not affect the number of credits required for the AAS Degree in Culinary Arts or Baking.

**29. Course designation(s) for the Liberal Arts A.A. degree and/or for the college's other associate degrees. Please click on the ? to the right for help.**

Degree	Program	Category
Associate in Arts:	Liberal Arts	LE - Elective
AS:		

<b>AAS:</b>	Culinary Arts - All	PR - Program Requirement
<b>BAS:</b>		
<b>Developmental/ Remedial:</b>		

**30. Course designation(s) for other colleges in the UH system.**

CULN 271 Kapiolani CC, Leeward CC, Kauai CC, Hawaii CC

**31. Indicate the year and page # of UHMC catalog referred to. For new or modified courses, please indicate the catalog pages that need to be modified and provide a sheet outlining those changes.**

2014-2015 catalog pgs 40, 41, 106

**32. College-wide Academic Student Learner Outcomes (CASLOs). Please click on the HELP icon for more information.**

<b>Standard 1 - Written Communication</b> Write effectively to convey ideas that meet the needs of specific audiences and purposes.		
Outcome 1.1 - Use writing to discover and articulate ideas.		2
Outcome 1.2 - Identify and analyze the audience and purpose for any intended communication.		2
Outcome 1.3 - Choose language, style, and organization appropriate to particular purposes and audiences.		2
Outcome 1.4 - Gather information and document sources appropriately.		3
Outcome 1.5 - Express a main idea as a thesis, hypothesis, or other appropriate statement.		3
Outcome 1.6 - Develop a main idea clearly and concisely with appropriate content.		2
Outcome 1.7 - Demonstrate a mastery of the conventions of writing, including grammar, spelling, and mechanics.		2
Outcome 1.8 - Demonstrate proficiency in revision and editing.		2
Outcome 1.9 - Develop a personal voice in written communication.		2
<b>Standard 2 - Quantitative Reasoning</b> Synthesize and articulate information using appropriate mathematical methods to solve problems of quantitative reasoning accurately and appropriately.		
Outcome 2.1 - Apply numeric, graphic, and symbolic skills and other forms of		2



<b>quantitative reasoning accurately and appropriately.</b>		
<b>Outcome 2.2 - Demonstrate mastery of mathematical concepts, skills, and applications, using technology when appropriate.</b>		2
<b>Outcome 2.3 - Communicate clearly and concisely the methods and results of quantitative problem solving.</b>		2
<b>Outcome 2.4 - Formulate and test hypotheses using numerical experimentation.</b>		2
<b>Outcome 2.5 - Define quantitative issues and problems, gather relevant information, analyze that information, and present results.</b>		3
<b>Outcome 2.6 - Assess the validity of statistical conclusions.</b>		3
<b>Standard 3 - Information Retrieval and Technology. Access, evaluate, and utilize information effectively, ethically, and responsibly.</b>		
<b>Outcome 3.1 - Use print and electronic information technology ethically and responsibly.</b>		2
<b>Outcome 3.2 - Demonstrate knowledge of basic vocabulary, concepts, and operations of information retrieval and technology.</b>		2
<b>Outcome 3.3 - Recognize, identify, and define an information need.</b>		2
<b>Outcome 3.4 - Access and retrieve information through print and electronic media, evaluating the accuracy and authenticity of that information.</b>		3
<b>Outcome 3.5 - Create, manage, organize, and communicate information through electronic media.</b>		3
<b>Outcome 3.6 - Recognize changing technologies and make informed choices about their appropriateness and use.</b>		3
<b>Standard 4 - Oral Communication Practice ethical and responsible oral communications appropriately to a variety of audiences and purposes.</b>		
<b>Outcome 4.1 - Identify and analyze the audience and purpose of any intended communication.</b>		2
<b>Outcome 4.2 - Gather, evaluate, select, and organize information for the communication.</b>		2
<b>Outcome 4.3 - Use language, techniques, and strategies appropriate to the audience and occasion.</b>		2
<b>Outcome 4.4 - Speak clearly and confidently, using the voice, volume, tone, and articulation appropriate to the audience and occasion.</b>		2
<b>Outcome 4.5 - Summarize, analyze, and evaluate oral communications and ask coherent questions as needed.</b>		3
<b>Outcome 4.6 - Use competent oral expression to initiate and sustain discussions.</b>		3
<b>Standard 5 - Critical Thinking Apply critical thinking skills to effectively address the challenges and solve problems.</b>		
<b>Outcome 5.1 - Identify and state problems, issues, arguments, and questions contained in a body of information.</b>		2
<b>Outcome 5.2 - Identify and analyze assumptions and underlying points of view</b>		2

relating to an issue or problem.		
<b>Outcome 5.3 - Formulate research questions that require descriptive and explanatory analyses.</b>		3
<b>Outcome 5.4 - Recognize and understand multiple modes of inquiry, including investigative methods based on observation and analysis.</b>		3
<b>Outcome 5.5 - Evaluate a problem, distinguishing between relevant and irrelevant facts, opinions, assumptions, issues, values, and biases through the use of appropriate evidence.</b>		2
<b>Outcome 5.6 - Apply problem-solving techniques and skills, including the rules of logic and logical sequence.</b>		2
<b>Outcome 5.7 - Synthesize information from various sources, drawing appropriate conclusions.</b>		2
<b>Outcome 5.8 - Communicate clearly and concisely the methods and results of logical reasoning.</b>		2
<b>Outcome 5.9 - Reflect upon and evaluate their thought processes, value system, and world views in comparison to those of others.</b>		3
<b>Standard 6 - Creativity</b> Able to express originality through a variety of forms.		
<b>Outcome 6.1: Generate responses to problems and challenges through intuition and non-linear thinking.</b>		2
<b>Outcome 6.2: Explore diverse approaches to solving a problem or addressing a challenge.</b>		2
<b>Outcome 6.3: Sustain engagement in activities without a preconceived purpose.</b>		2
<b>Outcome 6.4: Apply creative principles to discover and express new ideas.</b>		2
<b>Outcome 6.5: Demonstrate the ability to trust and follow one's instincts in the absence of external direction</b>		2
<b>Outcome 6.6: Build upon or adapt the ideas of others to create novel expressions or new solutions.</b>		1

### 33. Additional Information

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