

Unit 1: Reaching Your Customers

Chapter 1: Introduction to Marketing

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.6** Demonstrate implementation of food service management and leadership functions.
- **8.6.8** Implement marketing plans for food service operations.

Chapter 2: Menu Management

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.4** Demonstrate menu planning principles and techniques based on standardized recipes to meet customer needs.
- **8.4.1** Use computer based menu systems to develop and modify menus.
- **8.4.2** Apply menu-planning principles to develop and modify menus.
- **8.4.3** Analyze food, equipment, and supplies needed for menu production.
- **8.4.4** Develop a variety of menu layouts, themes, and design styles.
- **8.4.7** Apply principles of measurement,
- **14.3** Demonstrate ability to acquire, handle, and use foods to meet nutrition and wellness needs of individuals and families across the life span.
- **14.3.1** Apply current dietary guidelines in planning to meet nutrition and wellness needs.
- **14.3.2** Design strategies that address the health and nutritional recommendations for individuals and families, including those with special needs.
- **14.3.3** Demonstrate ability to select, store, prepare, and serve nutritious, aesthetically pleasing food and food product.
- **14.3.4** Evaluate policies and practices that impact food security, sustainability, food integrity, and nutrition and wellness of individuals and families.

Unit 2: Culinary Exploration

Chapter 3: Eggs and Dairy Products

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- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.

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- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.11** Prepare breakfast meats, eggs, cereals, and batter products using safe handling and professional preparation techniques.

Chapter 4: Breakfast Cookery

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
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- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.11** Prepare breakfast meats, eggs, cereals, and batter products using safe handling and professional preparation techniques.

Chapter 5: Fruits

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- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.7** Prepare various fruits, vegetables, starches, legumes, dairy products, fats, and oils using safe handling and professional preparation techniques.

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Chapter 6: Vegetables

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- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.7** Prepare various fruits, vegetables, starches, legumes, dairy products, fats, and oils using safe handling and professional preparation techniques.

Chapter 7: Potatoes, Grains and Pasta

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- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.7** Prepare various fruits, vegetables, starches, legumes, dairy products, fats, and oils using safe handling and professional preparation techniques.

Unit 3: Managing Costs

Chapter 8: Introduction to Cost Control

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- **8.6** Demonstrate implementation of food service management and leadership functions.
- **8.6.1** Apply principles of purchasing, receiving, and storing in food service operations.
- **8.6.3** Apply accounting procedures in planning and forecasting profit and loss.

Chapter 9: Food Costing

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.4.6** Record performance of menu items to analyze sales and determine menu revisions.
- **8.4.7** Apply principles of measurement, portion control, conversions, food cost analysis and control, menu terminology, and menu pricing to menu planning.
- **8.6** Demonstrate implementation of food service management and leadership functions.
- **8.6.1** Apply principles of purchasing, receiving, and storing in food service operations.
- **8.6.2** Practice inventory procedures including first in/first out concept, date marking, and specific record keeping.
- **8.6.3** Apply accounting procedures in planning and forecasting profit and loss.

Chapter 10: Labor Costing

(NS 2) Evaluate management practices related to the human, economic, and environmental resources in a global context.

- **2.1** Demonstrate management of individual and family resources such as food, clothing, shelter, health care, recreation, transportation, time, and human capital.
- **2.1.1** Apply time management, organizational, and process skills to prioritize tasks and achieve goals.

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.6.6** Apply the procedures involved in staff planning, recruiting, interviewing, selecting, scheduling, performance reviewing, and terminating of employees

Chapter 11: Purchasing

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.4.5** Prepare requisitions for food, equipment, and supplies to meet production requirements.
- **8.6** Demonstrate implementation of food service management and leadership functions.
- **8.6.1** Apply principles of purchasing, receiving, and storing in food service operations.
- **8.6.2** Practice inventory procedures including first in/first out concept, date marking, and specific record keeping.
- **8.6.3** Apply accounting procedures in planning and forecasting profit and loss.

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Chapter 12: Building Successful Teams

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.6** Demonstrate implementation of food service management and leadership functions.
- **8.6.5** Apply human resource policies including rules, regulations, laws, hiring, compensation, overtime, discrimination, and harassment.
- **8.6.6** Apply the procedures involved in staff planning, recruiting, interviewing, selecting, scheduling, performance reviewing, and terminating of employees.
- **8.6.7** Conduct staff orientation, initial training and education, consistent reinforcement of training principles, and on the job training/retraining.

Unit 4: Today's Operational Concerns

Chapter 13: Sustainability

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.5.13** Integrate sustainability in food production and services including menu planning; acquisition, preparation, and serving of food; storage; and recycling and waste management.

Chapter 14: Introduction to Nutrition

(NS 9) Integrate knowledge, skills, practices required for careers in food science, food technology, dietetics, and nutrition.

- **9.3** Evaluate nutrition principles, food plans, preparation techniques and specialized dietary plans.
- **9.3.5** Analyze recipe/formula proportions and modifications for food production.

Chapter 15: Components of Healthful Menus

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
- **8.5.14** Demonstrate cooking methods that increase nutritional value, lower calorie and fat content, and utilize herbs and spices to enhance flavor.

Unit 5: Meat, Poultry, and Seafood

Chapter 16: Meat

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- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.5** Prepare various meats, seafood, and poultry using safe handling and professional preparation techniques.

Chapter 17: Poultry

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- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.5** Prepare various meats, seafood, and poultry using safe handling and professional preparation techniques.

Chapter 18: Seafood

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising,

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stewing, poaching, steaming, and baking using professional equipment and current tech.

- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.5** Prepare various meats, seafood, and poultry using safe handling and professional preparation techniques.

Unit 6: Baking and Desserts

Chapter 19: Yeast Breads

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- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.10** Prepare breads, baked goods and desserts using safe handling and professional preparation techniques.

Chapter 20: Cakes and Pies

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.

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- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.10** Prepare breads, baked goods and desserts using safe handling and professional preparation techniques.

Chapter 21: Desserts

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- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
- **8.5.1** Demonstrate professional skills in safe handling of knives, tools, and equipment.
- **8.5.2** Demonstrate professional skill for a variety of cooking methods including roasting, broiling, smoking, grilling, sautéing, pan frying, deep frying, braising, stewing, poaching, steaming, and baking using professional equipment and current tech.
- **8.5.3** Demonstrate knowledge of portion control and proper scaling and measurement techniques.
- **8.5.4** Apply the fundamentals of time, temperature, and cooking methods to cooking, cooling, reheating, and holding of a variety of foods.
- **8.5.10** Prepare breads, baked goods and desserts using safe handling and professional preparation techniques.

Chapter 22: Plating and Garnishing

(NS 8) Integrate knowledge, skills, and practices required for careers in food production and services.

- **8.5** Demonstrate professional food preparation methods and techniques for all menu categories to produce a variety of food products that meet customer needs.
- **8.5.12** Demonstrate professional plating, garnishing, and food presentation techniques.