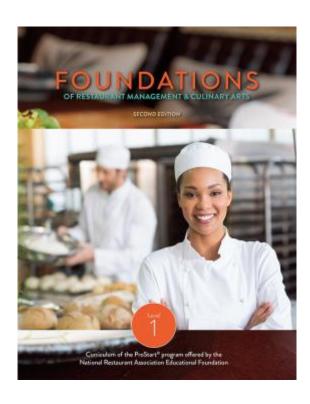
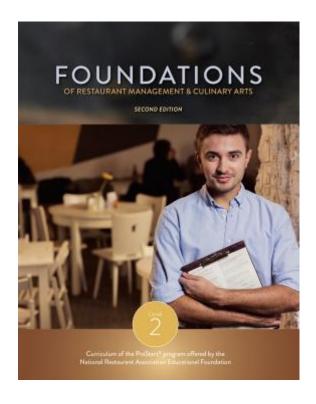
New Hampshire CTE Hospitality and Tourism Career Cluster
Competencies and Knowledge, Content and Skills for
Restaurant, Culinary and Catering Management/Manager (CIP: 120504)
with Correlations to
Foundations of Restaurant Management & Culinary Arts (FRMCA), Second Edition
Levels 1 & 2 © 2018

A Correlation of Foundations of Restaurant Management & Culinary Arts, Second Edition Levels 1 & 2 © 2018





To the
New Hampshire CTE
Hospitality and Tourism Career Cluster
Competencies and Knowledge, Content and Skills for
Restaurant, Culinary and Catering Management/Manager
(CIP: 120504)

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Levels 1 & 2 © 2018

This document demonstrates how well the National Restaurant Association's *Foundations of Restaurant Management & Culinary Arts, Second Edition, Levels 1 & 2 © 2018* meet the objectives of New Hampshire's Restaurant, Culinary and Catering Management/Manager competencies and knowledge, content and skills. These competencies were effective as of 8/2009 and are available online at https://www.education.nh.gov/career/career/program_hosp.htm Correlation page references are to the Student Edition and are cited at the page level.

The National Restaurant Association created the most comprehensive curriculum developed by industry and academic experts, *Foundations of Restaurant Management & Culinary Arts*, Second Edition. This two-level program provides comprehensive student resources and robust teacher materials to provide an in-depth, industry-driven learning experience.

- Each Level features blended coverage of culinary arts and management topics designed to build well-rounded skills for the workplace.
- 21st Century Learning objectives are taught and reinforced throughout the program; critical thinking and problem solving; communication and collaboration; creativity and innovation; global awareness; and health literacy.
- Curriculum of the ProStart® Program

Certification

Students can earn exclusive certificates from the National Restaurant Association that meet Carl Perkins funding requirements. Upon completion of each course, Levels 1 and 2, students are eligible to take the corresponding exam. Those that pass will receive a certificate of recognition from the National Restaurant Association.

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New Hampshire CTE Competencies and Knowledge, Content and Skills for Restaurant, Culinary and Catering Management/Manager (CIP: 120504)	Foundations of Restaurant Management & Culinary Arts, Second Edition Levels 1 & 2 ©2018
Understand the history, organizational structures and industry to better understand the career opportunities	
Define and trace the growth and development of food service with examples of current industry practices.	LEVEL 1 SE: 14–16, 17, 18–20, 21 (summary), 22 (activity 3) LEVEL 2 SE: n/a
2. Identify professional food service organizations, explain purposes/benefits to the industry and outline the organizational, structural and functional areas in various food service organizations.	LEVEL 1 SE: 37 LEVEL 2 SE: 204 (did you know), 317 (did you know)
3. Demonstrate awareness of careers related to the field of food service and nutrition.	LEVEL 1 SE: check out: 26–28, 32–33, 74–75, 93 (activity 5) 26–33, 117 (career readiness activity), 161, 272, 294 (culinary education activity), 436–447, 456–457, 458, 459–460, 462 (activities), 463 (exam prep), 466–479 (entire chapter, including summary, activities, & exam prep) LEVEL 2 SE: 2–3, 42–43, 190–191, 285 (activity 5), 308 (activity 4), 310–311, 378–379, 399 (activity 5), 437 (activity 5), 442–443,
4. Demonstrate the communication styles and structures needed in the food service industry.	LEVEL 1 SE: 46–50, 60–62, 62–65, 70 (activities 1 & 2), 165, 170, 172 (activity 1), 423–424, 425–426, 429–430, 432 (activities 1 & 5), 439–441, 442–443, 459–460 (Q2), 462 (activity 1), 467–469, 471, 475 LEVEL 2 SE: 10–11, 16–20, 22 (activity 1), 27, 244 (industry), 245 (essential skills)

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Understand the basic principles of sanitation and safety to reinforce personal hygiene and food handling practices that protect the health of the consumer in the food industry. (ServSafe)	
5. Learn the principles of the Hazard Analysis Critical Control point system through the ServSafe Program.	LEVEL 1 SE: 154, 165, 167 (knowledge check), 171 (summary) LEVEL 2 SE: 424
6. Demonstrate safe operation of food production equipment.	LEVEL 1 SE: 184, 204–205, 212, 213, 242 (activities 4 & 5) LEVEL 2 SE: n/a
7. Demonstrate appropriate emergency procedures for kitchen and dining room injuries. AAI 8. Health, Safety, and Environment: Explain the health and safety laws and practices affecting the employee, the surrounding community, and the environment in this industry.	LEVEL 1 SE: 168, 172 (activity 5), 179, 182–185, 189–191, 192, 194 (activity 5) LEVEL 2 SE: n/a
Understand the characteristics, functions and food sources of the major nutrients and the application of those principles throughout the life cycle	
8. Identify and apply the standards related to the USDA Guidelines as they pertain to diets, cooking techniques and storage principles.	LEVEL 1 SE: 147, 156 (activities 1, 5, & 6), 396 (activity 3) LEVEL 2 SE: 349–350, 358–360, 373
9. Describe the characteristics, functions and sources of the major nutrients and their relation to contemporary nutritional concerns.	LEVEL 1 SE: n/a LEVEL 2 SE: 338–355 (entire chapter)

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Understand and apply the methods of tool/equipment of a variety of food preparation techniques	handling and documentation through the application
10. Identify and demonstrate use of knife skills, hand tools and equipment operation, emphasizing proper technique and safety.	LEVEL 1 SE: 184, 204–205, 212, 213, 237, 238–240, 242 (activities 4 & 5)
	LEVEL 2 SE : 60, 80–82, 104, 105 (essential skills), 131–133, 158, 369, 388 (essential skills), 392–394, 410 (essential skills), 411 (essential skills), 431–432, 467–470, 476, 480, 495, 515–516
11. Demonstrate how to read, follow and prepare a standardized recipe and identify products.	LEVEL 1 SE: 276–277; meat, poultry, and seafood: 394, 396 (activities 2 & 4); salads: 310–316, 324 (Q1), 325 (activities 4 & 6); salad dressings: 321; sandwiches: 340–342; sauces: 363–365, 371 (activities 4–6); soups: 366–367, 368, 369; stocks: 357, 368; quick breads: 407–409, 411 (activity 4)
	LEVEL 2 SE : 73–75, 88–91, 114–117, 147–149, 186–189, 401–403, 419–421, 439–441, 458–461, 328–331, 484–487, 505–507
12. Utilize weights and measures to demonstrate proper scaling and measurement techniques.	LEVEL 1 SE: 282–285, 293 (activity 2) LEVEL 2 SE: 184 (activity 3)

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13. Demonstrate a variety of food preparation and presentation techniques. AAI 4. Technical and Production Skills: Identify specific production and technical skills required for this industry.	LEVEL 1 SE: 310–316, 321, 324 (Q1), 325 (activities 4 & 6), 339, 340–342, 357, 363–365, 366–367, 368, 369, 371 (activities 4–6), 394, 396 (activities 2 & 4), 407–409, 411 (activity 4) LEVEL 2 SE: 60–69, 78, 80–82, 105, 107, 109–110, 132–141, 154–158, 174–176, 180–182, 366–367, 370–371, 392–397, 410–414, 430–435, 510–517, 520 (activities 2 & 4)
14. Demonstrate basic dining room service skills including those of the bus person, wait staff, host, bartender, manager, etc. AAI 4. Technical and Production Skills: Identify specific production and technical skills required for	LEVEL 1 SE: 436–441, 443–445, 446–447, 455–458, 459–460, 462 (activity 4) LEVEL 2 SE: 290–292
Understand the overall concepts of purchasing, receivi (ServSafe)	ng and storage practices for food and non-food items.
15. Explain current regulations as well as legal and ethical considerations of purchasing, and create menu item descriptions following truth-in-menu guidelines.	LEVEL 1 SE: 146–147 LEVEL 2 SE: 254
16. Explain proper receiving, storage and inventory of all food and non-food items.	LEVEL 1 SE: 109, 146–147, 154 (activities 1, 4, 5, & 6), 165 LEVEL 2 SE: 52–53, 56, 59, 69, 103, 130, 184 (activity 5), 228–232, 234 (activity 3), 271–277, 390–391, 408–409, 503 (activity 6), 493

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17. Analyze the market cycle of goods as it relates to a food service operation and its effect on product cost.	LEVEL 1 SE: n/a LEVEL 2 SE: 258–281
18. Explain the procedures and reasons for rotation of stock.	LEVEL 1 SE: 148–149, 154 (activities 1 & 5) LEVEL 2 SE: 53, 218–219, 230, 276–277
Understand the principles of menu planning and layout and their application to the development of menus for a variety of types of facilities and services	
19. List basic menu planning principles, menu design and dining styles.	LEVEL 1 SE: 446–447, 454 (Q1), 462 (activity 6) LEVEL 2 SE: 26–41 (entire chapter)
20. Apply principles of nutrition to menu development.	LEVEL 1 SE: n/a LEVEL 2 SE: 360, 366–371
21. Identify principles of menu psychology.	LEVEL 1 SE: n/a LEVEL 2 SE: 30
Understand the basic mathematical functions and thei	r applications used in various food service operations
22. Calculate food and labor cost percentages. AAI 3. Finance : Explain the key components of financial management of a company.	LEVEL 1 SE: n/a LEVEL 2 SE: 197–200, 219–220, 240–242

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23. Explain the process of recipe yield adjustment and its effect on costing and selling price.	LEVEL 1 SE: 278–279, 282 (Q2), 286–288, 289–291, 292 (Q2) LEVEL 2 SE: 223–224
24. Perform various calculations using current technology (i.e., computers, calculators, POS). AAI 5. Underlying Principles of Technology: Explain through discussion the technological systems used within this industry. Understand business, management activities and the I decisions in the restaurant and food service industry.	LEVEL 1 SE: 282 (Q3 & Q4), 292 (Q3), 293 (activity 3), 294 (activities 1 & 2), 439–440 LEVEL 2 SE: 206, 210, 232, 268, 278–280 eadership needed in order to make sound business
25. Analyze the management functions and their implementation. (e.g., planning, organizing, leading/directing, evaluating/controlling).	LEVEL 1 SE: n/a LEVEL 2 SE: 243–245, 247 (activities 1, 2, & 5), 290–309 (entire chapter)
26. Identify the management levels and management styles.AAI 2. Management: Discuss the different forms of management and ownership within this industry.	LEVEL 1 SE: n/a LEVEL 2 SE: n/a
27. Identify management relationships between the front and back of the house.	LEVEL 1 SE: 26–28 (see especially knowledge check Q1), 40 (activity 4), 246–249, 436–437 LEVEL 2 SE: n/a
28. Explain/define basic marketing principles including their role and importance within the organization.	LEVEL 1 SE: n/a LEVEL 2 SE: 8–23 (entire chapter)

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29. Recognize the customer-oriented nature of marketing and analyze the impact of marketing activities on the individual, business and society.	LEVEL 1 SE: n/a LEVEL 2 SE: 10–11, 18–20
30. Describe the elements, design and purpose of a marketing plan.	LEVEL 1 SE: n/a LEVEL 2 SE: 12–13, 21 (case study follow-up), 22 (activity 4)
31. Explain and analyze the role of marketing research in decision-making.	LEVEL 1 SE: 427–428, 477 (activity 2) LEVEL 2 SE: 12–13
32. Explain and demonstrate planning, marketing, and hosting catered events.	LEVEL 1 SE: n/a LEVEL 2 SE: n/a
Understand the fundamental concepts and applications of entrepreneurship and how entrepreneurship influences the economy	
33. Identify the steps and resources needed for venture startup and operation and options in planning the venture's future (growth, development, demise). AAI 1. Planning: Explain the key elements of a long-term plan for a successful company.	LEVEL 1 SE: n/a LEVEL 2 SE: 290–297
AAI 6. Labor Issues: Explain the employees' and employers' rights and responsibilities in this industry. AAI 7. Community Issues: Discuss the ways a company can impact its community and the ways a community can impact a company.	

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34. Identify and discuss the traits and behaviors of an entrepreneur (leadership, personal assessment, personal management).	LEVEL 1 SE: 17, 18–20, 21 (summary), 22 (activity 6) LEVEL 2 SE: n/a
Understand the importance of personal growth and lea	adership to enhance or increase career success
35. Demonstrate personal growth, community leadership, democratic principles and social responsibility by participating in activities/events offered through student organizations.	LEVEL 1 SE: 30–31, 37, 48–51 LEVEL 2 SE: n/a
Understand the necessary employability skills in order	to achieve success in today's workplace

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36. Decision-Making & Problem-Solving:

Demonstrate and apply good decision-making and problem-solving skills by outlining issues in situations/problems and determining, collecting, and organizing information needed in order to formulate a solution.

LEVEL 1

SE: 69 (Q2), 70 (activity 6), 117 (activity 6), 137 (activity 6), 156 (activities 2 & 5), 170, 194 (activities 5 & 6), 218 (activities 1 & 6), 325 (activity 6), 344–345 (activities 5 & 6), 371 (activity 6), 396 (activities 3, 5, & 6), 411 (activity 6), 426 (Q2), 429–430, 431 (Q1), 432 (activity 5), 462 (activities 5 & 6), 472–474, 476 (Q3), 477 (activities 1 & 2)

LEVEL 2

SE: 22 (activities 1, 3, 4 & 6), 40 (activities 1, 2, & 6), 70 (case study follow-up), 86 (activity 4), 111 (case study follow-up), 112 (activity 5), 143 (case study follow-up), 145 (activity 4), 183 (case study follow-up), 184 (activities 4, 5, & 6), 213 (activities 4, 5, & 6), 234 (case study follow-up), 247 (case study follow-up and activities 1, 2, 3, & 4), 248 (activities 5 & 6), 284 (case study follow-up and activities 1 & 3), 285 (activity 4), 308 (case study follow-up & activity 3), 333 (case study follow-up), 334 (activities 1 & 2), 354 (activity 5), 375 (case study follow-up), 376 (activity 6), 399 (activity 6), 415 (case study follow-up), 416 (activity 5), 417 (activity 6), 436 (case study follow-up), 455 (case study follow-up), 456 (activity 6), 481 (case study follow-up), 482 (activity 4), 502 (case study follow-up), 503 (activity 5), 520 (activities 3, 5, & 6)

37. **Self –Management:**

Demonstrate and apply self-management skills by adhering to regulations, being responsible, and following through on commitments.

AAI 9. Personal Work Habits: Explain the work habits an employer looks for in an employee in this industry.

LEVEL 1

SE: 34–36, 37–38 (Q1, Q3, & Q4), 39 (Q1), 46–47, 137 (activity 3), 160–164, 182 (knowledge check), 185 (knowledge check), 188 (Q2), 192 (knowledge check), 194 (activity 5), 195 (exam prep), 443–445

LEVEL 2

SE: 308 (activity 5)

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38. Communication Skills:

Demonstrate and apply effective communication skills: verbal, written, visual, and listening.

LEVEL 1

SE: 40 (activities 4 & 6), 49–51, 60–62, 62–65, 66–68, 69 (summary), 70 (activities), 71 (exam prep), 93 (activities 1, 2, 3, 4, & 5), 112, 116 (activity 1), 137 (activities 1, 4, & 5), 156 (activity 5), 168–170, 172 (activities 1, 4, & 5), 194 (Q1, activity 6), 218 (activity 6), 242 (activity 4), 268 (activity 6), 293 (activity 1), 294 (activity 2), 371 (activities 2 & 5), 425–426, 429–430, 432 (activities 1 & 5), 477 (activity 2), 478 (collaboration & career readiness activities)

LEVEL 2

SE: 22 (all activities), 40 (all activities), 71 (activities 1, 3, 4, 5, & 6), 86 (all activities), 112 (activities 1, 2, 3, 5, & 6), 144 (activities 1, 2, & 3), 145 (activities 4, 5, & 6), 184 (activities 1, 3, 4, 5, & 6), 213 (all activities), 234 (activities 1, 2, & 3), 235 (activities 5 & 6), 247 (activities 1, 2, & 3), 285 (activities 5 & 6), 284 (activities 1, 2, & 3), 285 (activities 4, 5, & 6), 308 (all activities), 334 (all activities), 354 (all activities), 376 (all activities), 399 (all activities), 416 (activities), 456 (all activities), 482 (all activities), 503 (all activities), 520 (all activities)

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39. Ability to Work with Others:	LEVEL 1
Demonstrate and apply the necessary skills in order to work effectively with others.	SE : 46–47, 48–50, 54 (activities 2 & 4), 66–68, 70 (activities 2 & 4), 172 (activity 4), 242 (activity 4), 268 (activities 4 & 5), 294 (activity 2), 325 (activity 4), 345 (activity 1), 371 (activity 4), 396 (activities 4 & 5), 429–430, 466–476, 477–478 (Q1 & Q2, collaboration & career readiness activities)
	LEVEL 2 SE: 22 (activities 4 & 6), 40 (activity 4), 71 (activity 4), 86 (activity 4), 112 (activity 4), 145 (activity 4), 184 (activity 4), 213 (activity 4), 234 (activities 1 & 3), 247 (activity 4), 285 (activity 4), 298–304, 308 (activities 1 & 4), 334 (activity 4), 354 (activities 2 & 4), 376 (activity 4), 399 (activity 4), 416 (activities 4 & 5), 437 (activity 4), 452 (activities 2, 4, & 5), 482 (activities 4 & 5), 503 (activity 4), 520 (activity 4)
40. Information Use - Research, Analysis, Technology: Demonstrate and apply the use of information through research, analysis, and technology.	LEVEL 1 SE: 22 (activities 1, 2, 5, & 6), 93 (activities 2 & 5), 116–117 (activities 2 & 6), 137 (activities 2 & 5), 156 (activity 2), 172 (activity 6), 194 (activity 2), 218 (activities 2, 5, & 6), 242 (activity 1), 268 (activity 2), 294 (activity 3), 325 (activities 1, 4, & 5), 344–345 (activities 1 & 5), 371 (activity 1), 396 (activity 2), 477 (activity 2)
	LEVEL 2 SE: 40 (activities 3, 5 & 6), 71 (activities 1, 4, & 5), 86 (activities 1 & 5), 112 (activities 1 & 2) 145 (activity 5), 235 (activity 5), 308 (activities 2 & 5), 334 (activities 1, 2, 4 & 5), 354 (activities 3 & 6), 437 (activity 6), 456 (activities 1 & 4), 520 (activities 1 & 6)

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41. Mathematical Concepts: Demonstrate mathematical and computation skills as applied to real world situations.	LEVEL 1 SE : 156 (activity 3), 172 (activity 3), 242 (activities 2 & 3), 268 (activity 3), 292 (Q3), 293 (Q2 & activity 3), 294 (activity 1), 344 (activity 2), 371 (activity 3), 359 (Q2), 396 (activity 3), 404–405, 411 (activity 3), 462 (activity 3), 477–478 (activity 3)
	LEVEL 2 SE: 22 (activity 3), 37–38, 40 (activity 3), 71 (activity 3), 86 (activity 3), 112 (activity 3), 144 (activity 3), 184 (activity 3), 213 (activity 3), 234 (activity 2), 235 (activity 4), 247–248 (activity 5), 277–280, 284–285 (activity 3), 334 (activities 1 & 3), 354 (activity 3), 399 (activity 3), 416 (activities 3 & 5), 437 (activity 3), 456 (activity 3), 482 (activity 3), 503 (activity 3), 520 (activity 3)
42. General Safety: Demonstrate and apply safe practices and procedures in the workplace.	LEVEL 1 SE: 162–164, 165, 166–167, 168, 172 (activity 5), 176– 177, 178–182, 183–184, 185, 186–188, 189–191, 192, 194 (activity 5), 204–205, 212, 213, 217 (Q1), 236– 237, 238–240, 242 (activities 4 & 5) LEVEL 2 SE: n/a
43. Career Development: Demonstrate personal/career development skills by completing a career plan.	LEVEL 1 SE: 40 (activities 4, 5, & 6), 74–75, 88 (knowledge check), 93 (activity 5) LEVEL 2 SE: n/a

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