





Multiple Category Scope and Sequence: Scope and Sequence Report For Course Standards and Objectives, Content, Skills, Vocabulary

Monday, August 18, 2014, 11:11PM



Unit	Course Standards and Objectives	Content	Skills	Vocabulary
<p>District Advanced Pro Start II (20.0511) (District) 2014-2015 Collaboration</p>	<p>Breakfast Foods and Sandwiches   (Week 2, 2 Weeks)</p> <p>UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 1 Students will explore the facets of Breakfast Foods and Sandwiches.</p> <ul style="list-style-type: none"> ▪ 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 	<p>Characteristics of milk and ways to keep it safe.</p> <p>The different forms of cream and their fat content.</p> <p>The difference between butter and butter substitutes and their characteristics.</p> <p>The different types of cheese.</p> <p>The characteristics of eggs and ways to keep them safe.</p> <p>Cooking methods and ways to serve eggs.</p> <p>The ways to prepare and serve pancakes, crepes, waffles, and french toast.</p> <p>Ways to prepare and serve ham, hash, grits, cold cereal, oatmeal, and sausage.</p> <p>Service and preparation of coffee, tea, and cocoa.</p> <p>The different types of sandwiches, including simple hot, open-faced, hors d'oeuvres, grilled, deep-fried, and simple cold.</p> <p>The three components to a sandwich and explain their purpose, bread, spread, and filling.</p> <p>Know the common sandwich</p>	<ol style="list-style-type: none"> 1. List the characteristics of milk and identify ways to keep it safe. 2. Identify the different forms of cream and their fat contents. 3. Differentiate between butter and butter substitutes and recognize the characteristics of each. 4. Identify the different types of cheese and give examples. 5. List the characteristics of eggs and identify ways to keep them safe. 6. Prepare and serve eggs using a variety of cooking methods. 7. Prepare pancakes, crepes, waffles, and french toast. 8. Prepare ham, hash, grits, cold cereals, oatmeal, and sausage. 9. Prepare coffee, tea, and cocoa. 10. Give examples of different types of sandwiches, including simple hot, open-faced, hors d'oeuvres, grilled, 	<p>Pasteurization: Heat processing to kill microbes.</p> <p>Homogenization: Blending fat uniformly throughout milk.</p> <p>Cream: The high-fat fraction of milk before homogenization, usually skimmed from the top and processed separately.</p> <p>Clarified: To make butter or fat clear by gently heating it and removing any impurities.</p> <p>Smoke point: The temperature at which the decomposition products of frying oils become visible as bluish smoke.</p> <p>Butter substitute: Any of a variety of alternatives that can be used instead of oil or butter in the preparation of foods, such as fruit oils, nut oils, vegetable oils, and oils from grains. These products are available as reduced fat, no fat, and in different forms such as spreadable and liquid oils.</p> <p>Margarine: A butter substitute often consisting of a blend of hydrogenated vegetable oils mixed with emulsifiers, vitamins, coloring matter, and other ingredients.</p> <p>Parmigiano: A hard cheese made near Parma and other places in Italy, sometimes called Parmigiano-Reggiano, sometimes called Parmesan.</p> <p>Curdling: Enzyme or bacterial separation of milk proteins (curd) from liquid, other protein, and carbohydrate fractions (whey).</p> <p>Unripened cheese: Fresh cheeses that are not aged, and can be made with bacteria, rennet, or</p>

<p>Prepare coffee, tea, and cocoa.</p> <ul style="list-style-type: none"> ▪ 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. 	<p>spreads and fillings.</p> <p>The tools and equipment necessary to make sandwiches at a sandwich station.</p> <p>The preparation of several types of sandwiches.</p>	<p>deep-fried, and simple cold. both.</p> <p>11. Explain the roles of the three components of a sandwich: bread, spread, and filling.</p> <p>12. Prepare common sandwich spreads and fillings.</p> <p>13. List the necessary tools and equipment to make sandwiches at a sandwich station.</p> <p>14. Demonstrate preparation of several types of sandwiches.</p>	<p>Ripened cheese: Cheeses that are aged or ripened by bacteria.</p> <p>Processed cheese: A cheese product with noncheese ingredients.</p> <p>Albumen: Egg white.</p> <p>Yolk: The cell nucleus of an egg; contains protein, emulsifier, cholesterol, and fat.</p> <p>Chalazae: Tissue that suspends the yolk within the egg.</p> <p>Hard-cooked eggs: Eggs cooked in the shell, in simmering water, until the white and yolk are both set and cooked through but not overcooked and discolored.</p> <p>Shocking: Placing hard-cooked eggs into cold water to stop the cooking process.</p> <p>Coddled: Eggs cooked slowly and gently just below the boiling point.</p> <p>Ramekins: Small, individual, ceramic, oven-proof dishes.</p> <p>Shirred eggs: Eggs baked in ramekins, perhaps in butter or cream.</p> <p>Poached eggs: Eggs simmered in water without the shell.</p> <p>Scrambled eggs: Eggs that are shelled and have the yolks and whites mixed together before cooking.</p> <p>Fried eggs: Raw eggs cracked onto a hot cooking surface and cooked until the white is set.</p> <p>Up or sunny-side up: Eggs fried with out flipping.</p> <p>Over or over-easy: Fried eggs flipped briefly to</p>
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slightly cook the top before serving.

Basted eggs: Fried eggs that are also slightly steamed to barely cook the albumin over the yolk.

Omelets: Eggs that are beaten and set in a pan, but not scrambled. They are filled with cheese or other items and folded in half before serving.

Frittata: An omelet that might have the cheese or other items with the eggs, or added to the top after the eggs have set, and not folded.

Quiche: A savory egg custard pie.

Souffles: Sweet and savory egg dishes made with beaten egg whites.

Pooled eggs: Opened, shelled eggs in a container.

Pancakes: A milk-egg batter food that is poured and cooked on a griddle in round cakes, and usually served in a stack.

Crepes: Made with a milk-egg batter with a high egg content that cooks into a thin pancake; usually cooked on at a time in a specialized pan with curved sides. They can be rolled around fillings, both sweet and savory.

Swedish pancakes: Similar to crepes, but the batter is a bit sweeter and heavier.

Waffles: Made with batter similar to a pancake batter, with added egg and oil; cooked on a special iron grid, both sides at the same time, until golden.

Hashed brown potatoes: Two-stage potato dish made by steaming or simmering potatoes, shredding them, and pan-frying them.

Home fries: Similar to hashed brown potatoes, but made from raw potatoes.

Caffeine: The active stimulant in coffee and tea. It

gets its name from the word coffee.

Tea: A caffeinated drink made from steeping tea leaves. Herbal teas have no caffeine are made from herbs such as mint.

Black tea: Made from fermented tea leaves.

Green tea: Made from nonfermented tea leaves.

Hot cocoa: A beverage made from cocoa powder, milk, and sugar.

Open-faced hot sandwiches: Open-faced means the filling does not have a second piece of bread or crust over it. When grilled, heated, or covered with melted cheese or gravy, these sandwiches can be served hot.

Hors d' oeuvres: Often based on sandwich concepts, these are bite-sized hot or cold finger foods served as appetizers.

Grilled (or toasted) sandwiches: Sandwiches with a buttered bread cooked on a grill or heated in the oven. The filling heats and any cheese in it melts.

Panini: A grilled sandwich that is not buttered and is heated in a panini press, or a two-sided grill.

Deep-fried sandwich: A sandwich dipped in egg and deep-fried.

Pizza: A yeast pie crust topped with a pizza sauce, mozzarella cheese, and a variety of other items: served open-faced.

Cold sandwich: Made up of cold sandwich components, handheld.

Submarine sandwich: Sometimes called a poor boy or a hoagie; a roll filled with mixed sandwich fillings, hot or cold, handheld.

Wrap sandwich: A sandwich rolled into a flat bread like tortilla.

Multi-decker sandwich: several slices of bread or toast layered with filling.

Club sandwich: A layered meat sandwich sliced into triangles and secured with a pick.

Canape: Small hors d'oeuvres sandwiches that are visually attractive, open-faced, and often cut into decorative shapes.

Tea sandwiches: Always served cold on bread without crusts, usually small. Fillings are usually light, fresh, and delicate.

Bread: Allows sandwiches to be edible as hand-held items.

Pullman loaves: Square bread slices, ideal for simple sandwiches.

Spread: Usually fat based, serves as a barrier between the filling and the bread to prevent soggy bread. Also adds moisture, texture, and appealing mouthfeel to the sandwich.

Filling: The main ingredient that identifies the sandwich, often protein.

Mise en place: Prepared ingredients and assembled equipment, ready for preparing and cooking a dish.

Work table: A dedicated work space with enough room for *mise en place* and preparations.

Storage facilities: The proper storage for any sandwich component, protecting flavor, quality, and safety.

Storage materials: Items that can wrap or cover sandwiches or their components.

Hand tools: Sandwich-making equipment.

Portion-control equipment: Tools that help measure correct portions for quality control.

Cooking equipment for hot sandwiches:

Nutrition  (Week 3, 2 Weeks) 

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 2
Students will understand and apply basic 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

The six basic nutrients found in food.

The function of phytochemicals and fiber in the body.

Functions and types of carbohydrates and fats in the body.

Food sources and descriptions of carbohydrates, fats, and cholesterol.

The makeup of proteins, their function in the body and food sources that contain it.

Three major vegetarian diets.

Functions of vitamins, minerals, and water in the body and their sources.

Food additives and how they function in food.

The role of digestion in nutrition and health.

Techniques for food preparation that preserve nutrients.

Ways to make menus and recipes more healthful and substitutes for high-fat items.

The recent developments in food production that may affect nutrition.

Ways to make food.

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

2. Describe how phytochemicals and fiber function in the body.

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

4. Identify food sources of carbohydrates and fat.

5. Describe cholesterol and identify its food sources.

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

7. Identify food sources of protein.

8. Describe the three major vegetarian diets.

9. List the function of vitamins, minerals, and water in the body.

10. Identify food sources of vitamins, minerals, and water.

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

12. Explain the role of digestion in nutrition and

Various cooking surfaces and grills or ovens that can cook or toast a sandwich, its bread, or its fillings, including a panini press.

Nutrition: The study of nutrients in food and how they nourish the body.

Nutrients: Molecules from food that are used to maintain the human body.

Fiber: Nondigestible carbohydrate that provides bulk and roughage to the diet.

Phytochemicals: Nutrients from colorful fruits and vegetables that as yet do not have established nutrient requirements.

Kilocalorie: 1,000 calories. In food it is called a "calorie."

Calorie: Energy needed to heat 1 kilogram (about 2.2 pounds) of water by approximately 1°C. In nutrition, the unit of measurement for energy is a kilocalorie, but it is more commonly called a calorie.

Simple carbohydrates: Sugar, or carbohydrate, molecules made of no more than two sugar molecules. Not a polymer, but a monomer or a dimer.

Glucose: A six-carbon ring molecule of simple sugar. This is the sugar that is found in the human blood and used by humans for fuel.

Hormones: Chemical regulators of metabolism.

Insulin: A hormone made by the pancreas that moves glucose molecules from the bloodstream into individual cells to be used as fuel.

Complex carbohydrates: Long-chain polymers of glucose molecules.

Fiber: A nondigestible type of plant starch that provides bulk and cleansing to the gut.

Soluble fiber: Fiber that dissolves in water, usually forming a gel, like pectin. Oatmeal has

- 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.

health.

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

14. Suggest ways to make menus and recipes more healthful.

15. Suggest healthful substitutes for high-fat items.

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

soluble fiber.

Insoluble fiber: Fiber that does not dissolve in water, like grain husks and the cell walls of vegetables and fruit. Bran is insoluble fiber. Celery is an example of a food with insoluble fiber from cell walls.

Lipids: Fats, oils, and other compounds that repel water.

Fat: Molecules made from glycerol and fatty acids, both solid fats and oils.

Essential fatty acids: Specific fatty acids that are required for human health but not made by the body.

Oxidation: The destruction of a molecule, or combustion, by oxygen. The process can be fast and hot (fire) or slow and barely noticeable over time (rust).

Cholesterol: a sterol lipid, naturally occurring in the body to make other steroids.

Trans fatty acids: Unsaturated fats with a trans configuration.

Hydrogenation: Further saturating a polyunsaturated fatty acid with hydrogen to make it more solid at room temperature.

Complete protein: A food that contains all the essential amino acids.

Incomplete protein: A food that contains some essential amino acids, but not all of them.

Complementary proteins: Two or more incomplete proteins that are eaten together to provide all essential amino acids.

Vitamins: Necessary molecules that are catalysts and regulators the body needs, but are not made by the body.

Water-soluble vitamins: Vitamin C and the B

complex vitamins can dissolve in water and should be eaten daily.

Fat-soluble vitamins: Vitamins A, D, E, and K do not dissolve in water and can be stored in the body in reserve.

Minerals: Elements found on the periodic table, and naturally occurring in the earth.

Food additive: A chemical added to food for a purpose.

Additive: Any chemical that might be added for any purpose.

Dietary Reference Intake (DRIs): Recommended daily intakes of nutrients.

Recommended Dietary Allowances (RDAs): Recommended daily allowances of nutrients.

Adequate intakes (AIs): Nutrient daily intake levels for healthy people.

Vegetarian: An individual who chooses to consume only vegetable and plant foods.

Lacto-vegetarian: A vegetarian who will include milk and dairy foods.

Lacto-ovo-vegetarian: A vegetarian who will include dairy foods and eggs.

Vegan: A vegetarian who will use no animal products.

The Dietary Guidelines for Americans 2005: Government dietary advice.

Malnutrition: Poor nutrition for any reason.

Overweight: A person who weighs more than is recommended for health (BMI > 25).

Obese: A person who has too much body fat to

be healthy (BMI > 30).

Osteoporosis: A disease that causes bones to lose their calcium deposits and become brittle.

Iron-deficiency anemia: Not enough iron to make enough red blood cells to carry oxygen, causing fatigue.

Cardiovascular diseases: Diseases that involve the circulatory system.

Diabetes mellitus: A disease caused by problems with the regulation of insulin and blood sugar; it affects every system of the body and must be managed every day.

Coagulates: Denatures and becomes thick, firm, and opaque.

Batch cooking: Cooking amounts as they are needed, rather than large amounts for holding.

Portion control: Keeping serving sizes appropriate and consistent.

Pesticides: Chemicals that kill insects.

Herbicides: Chemicals that kill plants.

Hormones: Proteins or steroids that regulate and control metabolism.

Antibiotics: Chemicals that kill bacteria.

GMOs (Genetically modified organisms): Plant or animal whose genetic makeup has been altered.

Conventional: A food product available for the purchase with no special modifications or claims.

Organic: A food product without added chemicals.

Certified organic: A specific set of standards for

Cost Control

(Week 5, 2 Weeks)



UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 3
Students will explore controlling foodservice 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

The types of costs incurred by a food service business.

Purposes of budget and profit-and-loss reports.

The different methods for analyzing profit-and-loss reports.

Purposes for invoices in a foodservice business and tools to help control costs.

How to define and calculate food cost and food cost percentages.

Calculate as purchased (AP) and edible portion (EP) amounts.

Calculation of the total cost and portion costs of a standardized recipe.

The recipe cost card for a standardized recipe.

Portion control and the importance to food cost.

The portion control devices used in foodservice operations.

Steps in the foodservice process to control food costs.

Forecasting sales by analyzing

1. Identify the types of costs incurred by a foodservice business and give examples.

2. Explain the purpose of a budget.

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

4. Identify methods for analyzing profit-and-loss reports.

5. Explain the purpose of invoices in a foodservice business.

6. Identify tools to help control costs.

7. Define and calculate food cost and food cost percentage.

8. Given a problem, calculate as purchased (AP) and edible portion (EP) amounts.

9. Calculate the total cost and portion costs of a standardized recipe.

10. Develop a recipe cost card for a standardized

organic food production.

Local: Made within a relatively close radius.

Natural: Anything occurring in nature, but not a specific food term.

Genetically modified organisms (GMOs): Organisms with altered DNA to emphasize certain desirable traits; genetic engineering.

Revenue: The income from sales before expenses, or costs, are subtracted.

Cost: The price an operation pays out in the purchasing and preparation of its products or the providing of its service.

Cost control: A business's efforts to manage how much it spends.

Food cost: The total cost of food purchased by an operation.

Beverage cost: The total cost of beverages purchased by an operation.

Labor cost: the total cost associated with staff members employed by an operation.

Variable cost: A cost that changes, depending on sales.

Semivariable cost: A cost with some components that change depending on sales and some that do not.

Operating budget: A financial plan for a specific period of time.

Forecast: A prediction of sales levels or costs that will occur during a specific time period.

Historical data: Past information about a restaurant and its operations, used to predict future needs.

Average sales per customer: The total dollar sales divided by the total number of customers,

<ul style="list-style-type: none"> 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 indexes, 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 	<p>and evaluating sales histories, popularity indexes, and production sheets.</p> <p>Calculating a recipe's yield and the number of portions it will produce.</p> <p>Conversion factors used to calculate a new yield for an existing recipe.</p> <p>The importance of standards and the list and description procedures for controlling production volume.</p> <p>Various methods for menu pricing.</p> <p>The importance of standard labor costs to a business's success.</p> <p>The factors that affect labor costs.</p> <p>The relationship between sales volume and labor costs.</p> <p>Differences between a master schedule and a crew schedule.</p> <p>Components and factors to consider when developing labor schedules.</p>	<p>recipe.</p> <p>11. Explain the importance of portion control to food cost.</p> <p>12. Give examples of portion control devices used in foodservice operations.</p> <p>13. List the steps in the process to control food costs.</p> <p>14. Forecast sales by analyzing and evaluating sales histories, popularity indexes, and production sheets.</p> <p>15. Calculate the recipe's yield and the number of portions it will produce.</p> <p>16. Use a conversion factor to calculate a new yield for an existing recipe.</p> <p>17. Explain the importance of standards for controlling production volume.</p> <p>18. List and describe standard procedures used for controlling production volume.</p> <p>19. List and explain the various methods for menu pricing.</p> <p>20. Explain the importance of standard labor costs to a business's success.</p> <p>21. List factors that affect labor costs.</p>	<p>used to help calculate revenue forecasts.</p> <p>Sales history: A record of the number of portions of every item sold on a menu.</p> <p>Production sheet: A list of all menu items that are going to be prepared for a given date, based on forecasts.</p> <p>Point-of-sale (POS) system: Computer software that helps managers track sales, employee activity, and other information, as well as facilitating guest orders.</p> <p>Moving average technique: A forecasting technique that averages together sales information for two or three recent and similar periods to predict future sales.</p> <p>Profit-and-loss report: A compilation of sales and cost information for a specific period of time.</p> <p>Variance: A change that has occurred, reflecting a difference between actual performance and the standards against which performance is being measured.</p> <p>Full-line supplier: A one-stop shop that provides equipment, food, and supplies to the restaurant and foodservice industry.</p> <p>Pilfering: Theft of food, usually in reference to staff members.</p> <p>Food Cost: The actual dollar value of the food used by an operation during a certain period.</p> <p>Inventory: The dollar value of a food product in storage; it can be expressed in terms of units, values, or both.</p> <p>Opening inventory: The physical inventory at the beginning of a given period.</p> <p>Closing inventory: The physical inventory at the end of a given period.</p> <p>Total food cost percentage: The relationship</p>
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- 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.

22. Describe the relationship between sales volume and labor costs.

23. Explain the difference between a master schedule and a crew schedule.

24. Describe the components and factors to consider when developing labor schedules.

between sales and the cost of food used to achieve those sales.

Standardized recipe: A recipe followed every time that menu item is prepared.

Standard portion cost: The exact amount that one serving of a food item should cost when prepared according to its standardized recipe.

Recipe cost card: A table of ingredient costs for each item in the standardized recipe.

As-purchased method: A method used to determine the cost of ingredients in a standardized recipe at the purchase price, before any time or waste is taken into account.

Edible-portion method: A method used to determine the cost of ingredients in a standardized recipe after trimming and removing waste, so that only the usable portion of the item is reflected.

Recipe yield: The process of determining the number of portions that a recipe produces.

Food production chart: A form that shows how much product should be produced by the kitchen during a given meal period.

Contribution margin: The portion of dollars that a particular menu item contributes to overall profits.

Contribution margin pricing method: This pricing method uses the portion costs for each item sold to determine how much money the average customer contributes to overhead and profit; this dollar amount is then added to each menu item.

Straight markup pricing method: This pricing method multiplies raw food cost by a predetermined fraction to determine the dollar amount to be added to each food item.

Average check pricing method: This pricing method divides the operation's revenue by the

number of seats, average seat turnover, and number of days open each year; this yields the average check amount, which is then used with the approximate food cost amount to determine menu prices.

Business volume: The amount of sales an operation is doing for a given time period.

Employee turnover: The number of employees hired to fill one position in a year's time.

Quality standards: The specifications of the operation with regard to products and services.

Operational standards: Specifications of an operation with regard to products. If an item must be redone to meet standards, this costs money, not only in terms of wasted product that increases food cost, but also in terms of productivity that increases labor cost.

Master schedule: A template showing the number of people needed in each position to run the restaurant or foodservice operation for a given time period.

Crew schedule: A chart that show employees' names and the days and times they are to work.

Invoice: A document from a supplier that lists such details as items purchased, date of order, purchaser, and sales price.

Physical inventory: Counting and recording the number of each item in the dry-storage area.

Latest purchase price: A method of calculating closing inventory by multiplying the number of units of each item by the most recent price paid for the item.

Actual purchase price: A method of calculating closing inventory by multiplying the number of units of each item by the price actually paid for each unit.

Weighted average purchase price: A method of calculating closing inventory by multiplying the

Salads and Garnishes

(Week 7, 2 Weeks)

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 4

Students will compare and present 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

The various ingredients and their descriptions used to make salads.

The four parts of a salad and the role of each.

Various types of salads.

The roles of salads on the menu.

The designs used in attractive salads.

The proper procedures for cleaning, and storing salad greens.

Procedures for storing salads.

The differences between various oils and vinegar's.

How to prepare vinaigrette's and other emulsions.

The matching of dressings to salad ingredients.

The examples of ingredients used to make dips and the different types.

Give examples of garnishes and preparation of commonly used ingredients used as garnished.

Garnishes used on various

1. Identify and describe the various ingredients used to make salads.

2. List the four parts of a salad and explain the role of each.

3. Identify various types of salad.

4. Explain the roles of salads on the menu.

5. Design attractive salads.

6. Identify proper procedures for cleaning salad greens.

7. Identify proper procedures for storing salads.

8. Differentiate among various oils and vinegars.

9. Prepare vinaigrette's and other emulsions.

10. Match dressings to salad ingredients.

11. Give examples of ingredients used to make dips.

12. Prepare several dips.

13. Give examples of

number of units of each item in the opening inventory and later purchases by the price actually paid for each item, adding all prices together, and dividing by the total number of items.

Last in, first out: A method of calculating closing inventory by multiplying the number of units of each item by the earliest price paid for the item.

Base: The bottom foundation layer of a salad service.

Body: Main ingredients of a salad.

Garnish: An element that enhances a salad's appearance.

Salad dressings: Viscous liquids used to flavor and bind a salad.

Tossed: A salad that is mixed together with large utensils before serving.

Composed: A salad with the ingredients carefully arranged in a display.

Bound salad: A salad made from ingredients and dressings that can stick together.

Vegetable salad: A non-lettuce raw vegetable salad.

Fruit salad: A salad made of a mixture of fresh or canned fruits. Usually sweet, but not a dessert.

Combination salad: A salad made of two or more of the basic types of salads.

Starter salad: A salad given as the beginning course of a meal.

Accompaniment salad: A side salad.

Main course salad: A large salad that is filling and satisfying for a meal.

Intermezzo salad: A light salad to cleanse the

- 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.

items, including plates, desserts, and soups.

garnishes.

14. Describe and prepare ingredients commonly used as garnishes.

15. Garnish various items, including plates, desserts, and soups.

palate between courses.

Dessert salad: A sweet salad that can be a finale to a meal.

Vinaigrette dressing: Oil and vinegar dressing.

Suspension: The phase mixture between two or more non-mixing liquids, usually achieved by agitating.

Emulsified vinaigrette: An oil and vinegar mixture that remains blended due to the addition of a chemical that can keep it mixed and stable.

Emulsion: A stable mixture of two or more non-mixing phases with the help of an emulsifier.

Mayonnaise-based: Salad dressings made from mayonnaise.

Mayonnaise: An emulsified and stable thick oil, vinegar, and egg yolk dressing.

Guacamole: A dip made of mashed avocados.

Salsa: A fresh relish-type sauce or dip.

Hummus: A Middle Eastern dip of mashed legumes.

Brunoise: Cutting technique--julienne cut, quarter turn, then cross-cut into small cubes.

Timbale: An elaborate dish of vegetables a baked in a springform pan or timbale mold.

Dauphinoise: Baked au gratin potato.

Duchesse: Mashed, seasoned, piped, and baked potatoes.

Turner: An oblong or football-shaped cut for a vegetable.

String work: Chocolate piped into a bead in a design that hardens and can be lifted and used

Purchasing and Inventory

2 Weeks)  

(Week 8,

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 5
Students will explore classify purchasing and inventory procedures.

- 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

The terms of purchasing, selection and procurement.

Function of purchasing in a foodservice operation.

Relationships between primary, intermediary sources, and retailers.

Differences between formal and informal buying and the bidding process.

The types of goods and services a foodservice operation might buy.

The buyer's role in a foodservice operation and the importance of ethical behavior.

Factors that help determine an operation's quality standards.

Examples of standards a foodservice operation might use and ways to communicate them.

The buyer considerations when conducting a make-or-buy analysis.

The outline of the process for procuring products and

1. Define the terms of purchasing, selection and procurement.

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

3. Explain the relationship between primary and intermediary sources and retailers.

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

5. List the types goods and service that a foodservice operation might buy.

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

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

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

upright as a garnish.

Napping: To expertly dress or pour a sauce over an item.

Consommés: Clarified broths eaten as soup.

Dollop: A spoonful, usually dropped on.

Gougeres: Small pastries with savory fillings, often including cheese.

Quality standards: An operation's expectations about the quality of the goods and services it plans to purchase.

Specifications/specs: An operation's purchasing requirements for a particular good or service.

Cash position: The amount of funds available to an operation at any given time.

Customer-count forecast: The number of customers expected for a given time period.

Competitive position: An operation's ability to attract customers, relative to another operation's ability to attract customers.

Channel of distribution: The particular businesses that buy and sell a product as it makes its way from its original source to a retailer.

Primary source: The origin of raw materials, such as ingredients, or of items made of raw materials, such as kitchen equipment.

Intermediary source: A business that purchases products from primary sources and resells them to retail sources.

Retailer: A business that sells products directly to the public.

Capital: Assets.

Investment: The use of money for future profit.

- 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.

services.

Production records used to calculate buying needs.

Purchase orders for items to be purchased.

The ways to verify that supplier services meet an operation's needs.

Factors that affect food prices.

Proper procedures for receiving deliveries and storing food and supplies.

Perpetual and physical inventory systems.

The difference between perishable and nonperishable food items.

use.

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

10. Outline the process for procuring products and services.

11. Identify the production records used to calculate buying needs.

12. Write purchase orders to items to be purchased.

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

14. List factors that affect food prices.

15. List proper procedures for receiving deliveries.

16. List proper procedures for storing food and supplies.

17. Describe perpetual inventory and physical inventory systems.

18. Explain the difference between perishable and nonperishable food items.

Buyer: The employee responsible for an operation's purchasing activities.

Franchisees: Those people granted a franchise to market a company's goods or services in a given area.

Formal purchasing method: A process through which buyers prepare purchase specifications for the items they wish to buy; these specifications are then sent to various suppliers, who prepare bids.

Bids: Specialized, written priced lists created for an operation by a supplier.

Informal purchasing method: A process through which managers or owners request verbal price quotes from a variety of suppliers.

Quote: Notice of a price that a supplier gives to a buyer during the purchasing process.

Kickback: Money or other goods received by a person in exchange for purchasing from a specific supplier.

Quality standards: An operation's expectations about the quality of the goods and services it plans to purchase.

Product specifications/specs: An operation's purchasing requirements for a particular good or service.

Make-or-buy analysis: The process through which a purchaser, often with the assistance of the chef or sous chef, determines whether an operation should make certain items from scratch or purchase ready-made versions.

Production records: Documents that provide information about past production and utilization; these include production sheets, daily food cost sheets, and sales mix records.

Production sheet: A list of all menu items that a kitchen will prepare on a given day.

Stockout: Running out of a particular menu item.

Overproduction: Making too much food.

Daily food cost sheets: Ongoing records of an operation's daily and monthly food costs.

Sales mix records: Documents that track each menu item sold.

Leaders: Menu items that sell strongly.

Losers: Menu items that sell poorly.

Par stock: The ideal amounts of inventory items that an operation should have at all times.

Reorder point (ROP): The point at which an item's inventory has fallen low enough to trigger a reorder.

Purchase order: A legally binding written document that details exactly what the buyer is ordering from the supplier.

Requisition form: In larger operations, a document describing a good or service that would constitute a major and atypical expense that must be approved by upper management before the buyer can purchase it.

Time value: The price retailers pay for the convenience of selecting the time when suppliers will deliver goods.

Form value: The price savings created when a buyer purchases an item bulk instead of portions.

Place value: The difference in a product's price, depending on where it must be shipped.

Transportation value: The cost of choosing a quick but expensive form of transportation.

Service value: Additional convenience services that a supplier provides to its customers.

Receiving: Inspecting, accepting, and sometimes rejecting deliveries of goods and services.

Invoice: The supplier's bill listing the exact goods delivered by the supplier.

Credit memo: A written record that ensures that a vendor will credit the operation for the rejected item.

Perishable products: Food products sold or distributed in a form that will spoil or decay within a limited period of time.

Just in time (JIT) format: Products should be ordered so that their delivery will coincide with the point at which most of the previous delivery will have been used.

Nonperishable products: Items that do not readily support the growth of bacteria, generally due to their packaging or processing.

Refrigerated storage: Storage areas for perishable food items, kept at 41 F or below.

Frozen storage: Storage areas for frozen items.

Dry storage: Storage areas for nonperishable items, such as dry and canned foods.

Staples: Items for which demand is constant.

Vermin: Small, disease-carrying animals that are difficult to control.

Humidity: The amount of water moisture in the air or in a contained space, such as within a refrigerator.

Inventory: A record of all products an operation has in storage and in the kitchen.

Physical inventory method: The entire stock is physically reviewed on a regular basis.

Perpetual inventory method: Employees record items when they are received and when they are

Meat, Poultry, and

Seafood

(Week 9, 3 Weeks)

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 6
Students will identify how to purchase, store and prepare 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

The federal grading system for meats.

Various kinds of meats and the proper purchasing and storage for each type.

Factors that affect the purchasing decisions for meat.

The basic techniques for cooking meats.

Various cooking methods used with different forms of meat.

The federal grading systems for poultry.

Various kinds of poultry and proper purchasing and storing procedures for each type.

Factors that affect purchasing decisions for poultry and various cooking methods for different forms of the product.

The federal grading system for and the various kinds of seafood.

Proper purchasing and storing

1. Outline the federal grading systems for meat.

2. Describe the various kinds of meat.

3. Identify the proper purchasing and storing procedures for meat.

4. List the factors that affect purchasing decisions for meat.

5. Outline the basic techniques for cooking meats.

6. Match various cooking methods with different forms of meat.

7. Outline the federal grading systems for poultry.

8. Describe the various kinds of poultry.

9. Identify the proper purchasing and storing procedures for poultry.

10. List factors that affect

used.

Issuing: The official procedures employees use when taking an item out of the dry-storage area and putting it into production.

Pilfering: Stealing; the illegal removal of inventory items for personal use.

Gross profit: Total sales minus the total cost of sales.

Inventory shrinkage: The difference between the total cost of food and the cost of goods issued during a given period.

Meat: Muscle flesh of edible mammals.

Graded: Evaluation of meat against established standards.

Quality grades: The standards for flavor and texture of meat.

Yield grades: The amount of edible meat after trimming.

Primal cuts: The initial butchering cuts of an animal carcass.

Aging: A chance for meat to overcome postmortem rigor. Muscle fibers lengthen and relax.

Fabrication: Butchering operation, cutting primal cuts into market cuts.

Retail cuts: Market cuts with established names and criteria.

Butterflying: Slicing a cut of meat crossways, not all the way through, and opening it up.

Medallions: A small, bound, and cut circular fillet.

Noisettes: Small round pieces of boneless meat.

Scallops: Small cuts of boneless meat slightly

<ul style="list-style-type: none"> 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. 	<p>procedures for seafood and the facts that affect purchasing decisions.</p> <p>Basic techniques for cooking seafood.</p> <p>Various cooking methods used with different forms of seafood.</p> <p>The different types of charcuterie and how garde manger relates.</p>	<p>purchasing decisions for poultry.</p> <p>11. Outline basic techniques for cooking poultry.</p> <p>12. Match various cooking methods with different forms of poultry.</p> <p>13. Outline the federal grading systems for seafood.</p> <p>14. Describe the various kinds of seafood.</p> <p>15. Identify the proper purchasing and storing procedures for seafood.</p> <p>16. List factors that affect purchasing decisions for seafood.</p> <p>17. Outline basic techniques for cooking seafood.</p> <p>18. Match various cooking methods with different forms of seafood.</p> <p>19. Identify and describe different types of charcuterie.</p> <p>20. Explain garde manger and how it relates to charcuterie.</p>	<p>pounded for tenderness.</p> <p>Emince': Thin strips of meat.</p> <p>Offal meat: Organ meat from large animals.</p> <p>Game meat: Meats from undomesticated animals.</p> <p>Contribution margin: The amount of profit actually realized by the sale of an item, after all expenses are considered.</p> <p>Marbling: Lines of fat within the lean flesh portion of the meat.</p> <p>Mirepoix: A combination of chopped aromatic vegetables added to the roasting pan during the final half-hour of roasting time to add flavor to the gravy.</p> <p>Bard: Add a layer of fat for roasting to maintain moisture.</p> <p>Carryover cooking: Meat continues to cook with retained heat even after being removed from a heat source.</p> <p>Boning: Removing the bones.</p> <p>A' point: Correct cooking for poultry.</p> <p>Truss: To tie a bird's body for cooking.</p> <p>Opaque: Does not allow any light to be seen through it.</p> <p><i>Mole poblano</i>: A popular Mexican sauce.</p> <p>Fin fish: Fish species with an internal skeleton and fins.</p> <p>Round fish: Fish with an eye on each side of the head and a tube-shaped body.</p> <p>Flatfish: Fish with both eyes on the same side of the head and a flat body.</p>
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Shellfish: Fish with an outer shell and meaty flesh inside.

Crustaceans: shellfish with an exoskeleton made of chitin.

Mollusks: Hard single and double shell.

Cephalopods: Tentacles and an interior shell.

Drawn: Internal organs removed.

Dressed: Internal and external structures removed.

Butterfly fillet: Bone removed from flesh, open.

Fish fillet: Boneless side pieces.

Steak: Cut across the spine, cross-section.

IQF (individually quick frozen): Each piece is frozen or ice glazed separately.

Goujonettes: Finger-sized slices of fillet.

Paupiettes: Thin slices of fillet wrapped around a filling.

Shucking: Opening a shell, like an oyster.

Deveining: Removing a shrimp vein along the outer edge.

Court bouillon: An acid and vegetable stock.

Fumet: Fish stock.

En papillote: Steaming fish in parchment wrap.

Bouillabaisse: French seafood stew.

Charcuterie: "Cooked flesh" and meat-based foods.

Garde manger: Kitchen brigade department that

Marketing and The Menu (Week 12, 3 Weeks)

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 7
Students will identify and recognize marketing and menu concepts.

- 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.

Marketing and the steps involved in the marketing process.

The role marketing plays in determining products and services.

The factors that affect a market environment.

A target market and why it is important to business.

The parts of a SWOT analysis.

Ways to attract and keep customers.

The reasons why promotions are important.

The steps in developing a promotion mix and a promotion plan.

1. Define marketing, and list the steps in the marketing process.

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

3. List the factors that affect a market environment.

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

5. Identify the parts of SWOT analysis.

6. List ways to attract and keep customers.

7. List reasons why promotions are important.

8. Identify the steps in

deals with cold foods and charcuterie.

Sausages: Ground and spiced meat in a tube casing.

Forcemeat: A meat paste made of meat and fat.

Farce: Stuffing.

Pate: A meat paste in a mold.

Terrine: Earthenware mold.

Pate de campagne: A slightly coarse, country-style forcemeat.

Pate en croute: Forcemeat wrapped in a dough and baked.

Mousseline: A white meat forcemeat mixed with egg whites and cream.

Market: A group of people who desire a particular product or service; also known as customers.

Marketing: The process of communicating a business's message to its market.

Marketing mix: The combination of all the factors that go into creating, developing, and selling a product.

Contemporary marketing mix: A model of business operations that relies on the product-service mix, the presentation mix, and the communication mix.

Product-service mix: All the food and services offered to customers.

Presentation mix: All the elements that make a restaurant appear to be unique.

Aesthetic: The way a particular operation looks and feels to customers.

Communication mix: All the ways an operation actively tries to communicate with its desired

<ul style="list-style-type: none"> Objective 6 List ways to attract and keep customers. 	The importance of training to promotions.	developing a promotion mix and a promotion plan.	customers.
<ul style="list-style-type: none"> Objective 7 List reasons why promotions are important. 	Different types of sales promotions.	9. Explain the importance of training to promotions.	<p>Market trends: Changing consumer habits.</p> <p>Marketing plan: A list of steps an operation must take to sell a product or service to a specific market.</p>
<ul style="list-style-type: none"> Objective 8 Identify the steps in developing a promotion mix and a promotion plan. 	The benefits and opportunities from public relations.	10. Recognize different types of sales promotions.	<p>SWOT analysis: An assessment of an operation's strengths, weaknesses, opportunities, and threats; also known as a situation assessment.</p>
<ul style="list-style-type: none"> Objective 9 Explain the importance of training to promotions. 	The importance of the menu to a foodservice operation.	11. List the benefits of public relations.	<p>Strength: An area which an operation excels.</p>
<ul style="list-style-type: none"> Objective 10 Recognize different types of sales promotions. 	Descriptions of a la carte, table d'hote, California, limited, du jour, and cycle menus.	12. Identify opportunities for public relations.	<p>Weakness: An area in which an operation performs poorly.</p>
<ul style="list-style-type: none"> Objective 11 List the benefits of public relations. 	Information organization on a menu.	13. Explain the importance of the menu to a foodservice operation.	<p>Opportunity: An area in which an operation could either increase revenues or decrease costs.</p>
<ul style="list-style-type: none"> Objective 12 Identify opportunities for public relations. 	The principles of menu layout and design.	14. Describe a la carte, table d'hote, California, limited, du jour, and cycle menus.	<p>Threat: An external factor that could either decrease revenues or increase costs.</p>
<ul style="list-style-type: none"> Objective 13 Explain the importance of the menu to a foodservice operation. 	The ways to test new menu items.	15. Organize the information on a menu.	<p>Experimental method: An operation offers a product or promotion for a limited time or with a limited group of people.</p>
<ul style="list-style-type: none"> Objective 14 Describe à la carte, table d'hote, California, limited, du jour, and cycle menus. 	The purpose of a menu sales mix analysis.	16. Explain principles of menu layout and design.	<p>Observational method: An operation observes how customers react toward a product in a natural setting.</p>
<ul style="list-style-type: none"> Objective 15 Organize the information on a menu. 	The profitability and target margin.	17. Identify ways to test new menu items.	<p>Survey method: An operation gathers information using questionnaires.</p>
<ul style="list-style-type: none"> Objective 16 Explain principles of menu layout and design. 	Classification of menu items according to their popularity.	18. Explain the purposes of a menu sales mix analysis.	<p>Sampling: The operation tests a product with a small, specific group of people.</p>
<ul style="list-style-type: none"> Objective 17 Identify ways to test new menu items. 	The list and comparison of basic pricing methods.	19. Define profitability and target margin.	<p>Focus group: A small, specific group of people on whom a particular product is tested.</p>
<ul style="list-style-type: none"> Objective 18 Explain the purposes of a menu sales mix analysis. 		20. Classify menu items according to their popularity.	<p>Target market: The people an operation intends to pursue as customers.</p>
<ul style="list-style-type: none"> Objective 19 Define profitability and target margin. 		21. List and compare basic pricing methods.	<p>Customer driven: An operation's market strategy is determined by its customers' wants and needs.</p> <p>Mass marketing: A marketing strategy that treats</p>

- Objective 20
Classify menu items according to their popularity.
- Objective 21
List and compare basic pricing methods.

everyone in the market as having the same wants and needs.

Target marketing: A marketing strategy that makes a focused appeal to a distinct group of customers.

Market segmentation: The process of breaking down a large market into smaller groups of similar individuals.

Demographics: The ways in which researchers categorize or group people.

Demographic segmentation: Market segmentation based on personal makeup of individuals in a given location.

Geographic segmentation: Market segmentation based on where customers are located at particular times of day as well as how they arrive at those locations.

Product usage segmentation: Market segmentation based on what products and services are popular in a particular area.

Lifestyle segmentation: Market segmentation based on the activities, hobbies, interests, and opinions of a given target market.

Value proposition: A statement of value an operation's target market will experience when they purchase its products and services.

Positioning: Creating within the marketplace a clear, specific identity for both a product and the operation that offers that product.

Promotional mix: The ways in which an operation communicates with its market.

Advertising: Paying to present or promote an operation's products, services, or identity.

Sales promotions: Limited or short-term incentives to entice customers to patronize an

operation.

Personal selling: Face-to-face interactions between staff members and guests.

Public relations (PR): The process by which an operation interacts with the community at large.

Direct marketing: Making a concerted effort to connect directly with a certain segment of the market.

Special pricing: Limited-time reduced prices offered through specials, deals, coupons, or other programs.

Frequent shopper program: Provides a benefit in exchange for continuing patronage.

Premiums: Free or reduced-price merchandise.

Special events: One-time or periodic occasions that provide a special incentive for customers to patronize an operation.

Samples: Small, free tastes of food items.

Contests and sweepstakes: Games and other programs that involve the customer and provide prizes.

Cooperative sales promotions: An opportunity in which two or more sponsors develop complementary promotions or offer complementary materials.

Publicity: The attention an operation receives.

Community relations: The way in which an operation interacts with people in the local area to create awareness of and trust in an operation.

Media relations: The relationships that marketers maintain with media outlets.

Press release: A brief presentation of promotional

information written to sound like a news article.

Press kit/media kit: A packet of information given media representatives to answer questions they might have about business or organization.

Media vehicle: A particular media outlet.

A la carte menu: A menu that prices each item separately.

Du jour menu: a menu listing the menu items that are available on a particular day.

Cyclical menu: A menu that is changed after a certain period of time.

Limited menu: A menu that offers only a few items.

Fixed menu: A menu that offers the same items every day.

California menu: A menu that lists all meals and items available at all times if the day.

Prix fixe menu: A menu that offers multiple items at one price.

Table d'hote menu: A menu offering multiple courses, with multiple choices within each course, for a set price.

Menu board: A menu presented on blackboards, whiteboards, or directly on the walls or fixtures of an operation.

Spoken menu: A menu that is verbally presented to guests by staff members.

Profitability: The amount of money remaining for an operation after expenses have been paid.

Margin: The difference between the amount of revenue remaining after the cost of food and beverage sales and overhead has been

subtracted; another way of indicating "profitability."

Food percentage method: This pricing method sets the percentage of menu price that the food cost must be and then divides the item's food cost by the percentage to develop the menu price.

Straight markup pricing method: This pricing method multiplies raw food cost by a predetermined fraction to determine the dollar amount to be added to each food item.

Average check method: This pricing method divides the operation's total revenue by the number of seats, average seat turnover, and number of days open each year; this yields the average check amount, which is then used with the approximate food cost amount to determine menu prices.

Set dollar amount markup: This pricing methods adds a fixed dollar amount to the food cost of an item to determine menu prices.

Set percentage increase method: The pricing method enables managers to add a fixed percentage to the food cost of each item to determine menu prices.

Sales volume: The number of times a given item is sold during a particular time period.

Sales volume percentage: The expression of each item's sales as a percentage of total sales.

Sales mix analysis: An analysis of the popularity and profitability of a group of menu items.

Menu engineering: The systematic breakdown of a menu's components to analyze which items are making money and which are selling well.

Menu mix percentage: The number of the menu items sold divided by the total number of purchases.

Mix percentage rate: The menu mix percentage multiplied by 70 percent.

Desserts and Baked

Goods (Week 14, 3

Weeks) 

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 8
Students will discuss and prepare 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

Uses of common ingredients in baking.

Calculation of ingredients weights using baker's percentages.

Converting baking recipes to new yields.

The differences between lean doughs, rich doughs, sponge doughs, and sourdoughs, and examples of each.

The straight mix method for mixing yeast doughs and uses.

The proofing of bake shop items.

Yeast bread preparation.

The different types of quick breads and cake batter preparation.

The functions of icing and determining which are best suited for different baked goods.

Description and preparation of

1. Identify and use common ingredients in baking.

2. Calculate ingredients weights using baker's percentages.

3. Convert baking recipes to a new yield.

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

5. Mix yeast dough using the straight mix methods.

6. Proof bake shop items.

7. Prepare yeast breads.

8. Prepare different types of quick breads and cake batters.

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

10. Describe and prepare

Average contribution margin: The average amount that each menu item contributes to gross profit.

Star: A menu item that is both popular and profitable.

Plow horse: A menu item that is popular, but less profitable than a star.

Puzzle: A menu item that is unpopular but very profitable.

Dog: A menu item that is both unpopular and unprofitable.

Strengtheners: Agents that provide long molecules to give structure to baked goods.

Fats/shortenings: Lipid agents that make baked goods tender by "shortening" long structure molecules.

Sweeteners: Sugars and artificial sweeteners that add flavor and color and help with blending and structure.

Flavorings: Extracts, alcohols, oils, or other additives that give taste and sometimes color to baked goods and other foods.

Chemical, organic, and physical leaveners: Agents that add air bubbles to lighten the structure.

Thickeners: Chemical agents that can add long molecules to increase the structure to add body to liquids. Forms long chains or a matrix to give structure and thickness to a food product.

Additives: Colorings, conditioners, stabilizers, and preservatives.

Carmelization: The browning that results from heating sugar.

Leaveners: Biological or chemical agents that create bubbles of carbon dioxide gas. When resisted by a dough or batter structure, these

of quick breads and cake batters.	steamed puddings and dessert souffles.	steamed puddings and dessert souffles.	bubbles cause the dough or batter to rise.
<ul style="list-style-type: none"> Objective 9 Identify the functions of icings and determine which are best suited for different baked goods. 	Pie dough using the 3-2-1 method of preparation.	11. Prepare pie dough using 3-2-1 method.	Extracts: Oils with essential flavorings of a food item, such as almond or lemon.
<ul style="list-style-type: none"> Objective 10 Describe and prepare steamed puddings and dessert soufflés. 	The procedure for baking blind.	12. Describe the procedure for baking blind.	Liquids: Moisture added to mix batters and doughs.
<ul style="list-style-type: none"> Objective 11 Prepare pie dough using the 3-2-1 method. 	The description of roll-in dough, phyllo dough, and pate a choux.	13. Describe roll-in dough, phyllo dough, and pate a choux.	Formulas: Recipes with percentages of ingredients.
<ul style="list-style-type: none"> Objective 12 Describe the procedure for baking blind. 	The various makeup methods used for cookies.	14. Prepare cookies using various makeup methods.	Baker's percentages: Baking recipes that can easily have the yield scaled up or down.
<ul style="list-style-type: none"> Objective 13 Describe roll-in dough, phyllo dough, and pâte à choux. 	The making of chocolate, including chocolate liquor, cocoa butter, and cocoa powder.	15. Explain how chocolate is made, including chocolate liquor, cocoa butter, and cocoa powder.	Yield: The quantity, or number of servings, a recipe makes.
<ul style="list-style-type: none"> Objective 14 Prepare cookies using various makeup methods. 	The proper storage of chocolate and how it is tempered.	16. Demonstrate how to store chocolate properly.	Sifting: Passing dry powders through a sieve to loosen clumps and add air.
<ul style="list-style-type: none"> Objective 15 Explain how chocolate is made, including chocolate liquor, cocoa butter, and cocoa powder. 	How creme anglaise, pastry creams, and Bavarian cremes are made and used in desserts.	17. Explain how chocolate is tempered.	Lean dough: A dough with little or no fat or sugar.
<ul style="list-style-type: none"> Objective 16 Demonstrate how to store chocolate properly. 	The steps for preparing poached fruits and tortes.	18. Explain how creme anglaise, pastry creams, and Bavarian creams are made, and how they are used in desserts.	Rich dough: A dough with shortening or other fat, plus other rich ingredients like eggs or milk.
<ul style="list-style-type: none"> Objective 17 Explain how chocolate is tempered. 	The guidelines for plating and presenting desserts.	19. List the characteristics of ice cream and give examples of other frozen desserts.	Straight-dough method: A bread mixing method that mixes all the ingredients at once.
<ul style="list-style-type: none"> Objective 18 Explain how crème anglaise, pastry creams, and Bavarian creams are made, and how they are used in desserts. 		20. List the steps for preparing poached fruits and tortes.	Kneading: Working bread dough to develop a gluten protein molecular web-like structure.
<ul style="list-style-type: none"> Objective 19 List the characteristics of ice cream and give examples of other frozen desserts. 		21. List the guidelines for plating and presenting desserts.	Sponge method: A two-stage method for mixing bread dough, beginning with yeast and a portion of ingredients. This mixture grows and creates a sponge-like curd.
<ul style="list-style-type: none"> Objective 20 			Sponge: The yeast, flour, and liquid curd that is actively growing, ready for the addition of more ingredients.
			Sourdough: A sour-tasting dough or batter made with a special fermented yeast culture called a starter.
			Starter: The fermented yeast mixture that is portioned out for sourdough baked goods. A portion always remains as starter and is "fed" for

List the steps for preparing poached fruits and tortes.

- Objective 21
List guidelines for plating and presenting desserts.

future use.

Proof: The second raising of dough, usually done in the baking pan or on the baking stone.

Quick breads: Chemically leavened breads that are not kneaded.

Creaming method: The method that creams fat and sugar first, before liquid and dry ingredients are added.

Foaming method: A cake made with an egg foam structure.

Two-stage method: Mixing fat with dry ingredients and a portion of the liquid, then adding the remaining liquid. Makes a fine crumb and is good for high-sugar cakes.

High-ratio cakes: Cakes with a higher ratio of sugar to flour.

Icings: Frostings, coatings, or glazes for cakes and pastries.

Buttercream: Fat (butter is best) and confectioner's sugar icing that can be colored, flavored, or both. It is spread with a thin-blade spatula or piped from a bag.

Foam: Boiled sugar syrup icing.

Fondant: A corn-syrup based, candy-type sheeting that is cooked, spread, and cooled and can be applied over a cake for a smooth finish that encases that cake.

Fudge: A cooked chocolate confection that can be spread while warm. A brown-sugar variant without chocolate is called penuche.

Ganache: A rich mixture of chocolate and cream.

Glaze: An icing that is drizzled rather than spread or piped. It might harden a bit on the surface, but stays moist underneath.

Royal icing: A mixture of confectioner's sugar and egg white that can be colored. It dries hard and smooth.

Steamed puddings: A steamed, cake-like batter dessert often served with a sauce or glaze.

Soufflés: A baked egg structure.

3-2-1 dough: Pie crust with the ratio of 3 parts flour, 2 parts fat, 1 part water.

Baking blind: Baking a pie shell for filling later. It is covered and can't be observed during baking.

Dock: Piercing the pie shell before baking.

Quark: A mild, fresh cheese dairy product.

Roll-in dough: A dough that is rolled and folded into layers.

Puff pastry: A delicate layered pastry crust that can be used for sweet or savory dishes.

Pâte à choux: An egg batter-type pastry.

Profiteroles: Ice cream pastry.

Bagged: Cookies made from piped dough.

Bar: Cookies made from a long piece of dough, sliced after baking.

Dropped: Cookies made by spoonfuls of dough.

Icebox: Cookies made from chilled dough.

Molded: Cookies shaped by hand or in a mold.

Rolled: Cookies made from rolled and cut dough.

Sheet: Cookies made from spreading dough, baking it, and slicing it into servings.

Nibs: Pieces of cocoa beans.

Chocolate liquor: Cocoa bean paste.

Cocoa butter: The fat, or lipid, portion of cocoa beans.

Cocoa powder: Ground chocolate solids.

Bloom: A harmless yet unsightly white coating appearing on chocolate under adverse conditions.

Tempering: Carefully and slowly melting chocolate over a double boiler.

Double boiler: A bowl or pan that fits over a stovetop pan for simmering water. The steam heat from the water gently transfers heat to the bowl or pan on top without overheating it.

Ice Cream: Frozen and aerated cream custard and flavorings.

Sherbet: A frozen fruit and milk dessert.

Sorbet: A dairy-free frozen fruit ice.

Frozen yogurt: A yogurt-based ice cream-type dessert that substitutes yogurt and perhaps thickeners for cream.

Poached fruit: Fruit that is gently heated or simmered in liquid until tender.

Torte: A light sponge cake layered with fruit, jam, buttercream, or a combination of these.

Crème Anglaise: Vanilla sauce.

Curdle: Broken or lumpy texture.

Fruit sauces: Raw or cooked sauce made of fresh fruit.

Coulis: A fresh berry or fruit sauce, raw or barely cooked.

The "Greening" of Food Services 

(Week 16, 2 Weeks) 

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 9

Students will apply the principles of conservation in foodservice.

- 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.

Sustainability and conservation and why water conservation is so important.

Ways in which restaurant or foodservice operations can improve the efficiency of its water usage.

Difference between renewable and nonrenewable energy sources and why using energy is important.

Ways in which a restaurant or foodservice operation can improve the efficiency of its energy usage.

Ways in which restaurants or foodservice operations can build or make structural improvements to its facilities in a sustainable way.

1. Define the terms sustainability and conservation.

2. Explain why water conservation is important.

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

4. Explain the differences between renewable and nonrenewable energy sources.

5. Explain why using energy efficiently is important.

6. List ways in which a restaurant or foodservice operation can improve the

Fruit syrup: A cooked, sugar-based fruit juice.

Caramel sauce: Caramelized sugar and butter, sometimes with cream.

Butterscotch-flavored sauce: Caramel sauce with vanilla and brown sugar added.

Chocolate sauce: Several different sauces that all are based on chocolate.

Sabayon (zabaglione): A fragile wine dessert sauce.

Pastry Creams: A thicker version of custard for filling éclairs and other pastries.

Bavarian cream: A vanilla sauce that is lightened by whipped cream and stabilized with a little gelatin.

Syneresis: Water loss as it exudes from a baked egg custard or other protein custard.

Environmental Protection Agency (EPA): A federal agency, founded in 1970, with the mission of protecting human health and the environment.

Sustainability: Practices that meet current resource needs without compromising the ability to meet future needs.

Conservation: The practice of limiting the use of a resource.

Fossil fuels: Fuels that are formed from plant or animal remains buried deep in the earth.

Renewable energy sources: Energy resources that do not rely on finite supplies of particular resources, directly emit greenhouse gases, or contribute to air pollution.

"Green" building: A building that has been designed, built, renovated, or reused so that the structure conserves energy, uses resources more efficiently, and reduces the overall impact on the environment.

<ul style="list-style-type: none"> Objective 5 Explain why using energy efficiently is important. 	Ways to reduce the total amount of waste in a restaurant or foodservice operation.	efficiency of its energy usage.	Brownfield site: A previously abandoned industrial site that, once cleaned up, can be repurposed for commercial business use.
<ul style="list-style-type: none"> Objective 6 List ways in which a restaurant or foodservice operation can improve the efficiency of its energy usage. 	Items that a restaurant or foodservice operation can reuse or recycle.	7. List ways in which a restaurant or foodservice operation can build or make structural improvements to its facility in a sustainable way.	Repurposed food: Food that customers did not eat, but that back-of-the-house employees prepared, cooked, cooled, and held safely.
<ul style="list-style-type: none"> Objective 7 List ways in which a restaurant or foodservice operation can build or make structural improvements to its facility in a sustainable way. 	The term local sourcing.	8. Identify ways to reduce the total amount of waste in a restaurant or foodservice operation.	Controlled environment: An environment in which food has been within the kitchen's control and has been kept safe from contamination.
<ul style="list-style-type: none"> Objective 8 Identify ways to reduce the total amount of waste in a restaurant or foodservice operation. 	The steps a restaurant or foodservice operation should take to purchase and then promote the use of sustainable food products.	9. List items that a restaurant or foodservice operation can reuse.	Composting: A natural form of recycling that takes place when organic material decomposes to form an organic fertilizer; also, a process that can transform wasted food into an environmentally useful commodity.
<ul style="list-style-type: none"> Objective 9 List items that a restaurant or foodservice operation can reuse. 	Issues surrounding global production of seafood, coffee, animals, and organic food.	10. List items that a restaurant or foodservice operation can recycle.	Local Source: A supplier offering food produced in the surrounding growing region.
<ul style="list-style-type: none"> Objective 10 List items that a restaurant or foodservice operation can recycle. 		11. Define the term local sourcing.	Food miles: The amount of travel a specific food item must take from its production site to its consumption site.
<ul style="list-style-type: none"> Objective 11 Define the term local sourcing. 		12. Identify the steps a restaurant or foodservice operation should take to purchase and then promote the use of sustainable food products.	Overfishing: Harvesting yields of fish that outpace the species' ability to replenish its population.
<ul style="list-style-type: none"> Objective 12 Identify the steps a restaurant or foodservice operation should take to purchase and then promote the use of sustainable food products. 		13. Identify the issues surrounding the global production of seafood, coffee, animals, and organic food.	Bycatch: Fish and seafood that are caught unintentionally.
<ul style="list-style-type: none"> Objective 13 Identify the issues surrounding the global production of seafood, coffee, animals, and 			Trawlers: Fishing boats that pull large nets through the ocean, catching most of what is in their paths regardless of species or size.
			Bottom Trawling: Scraping along the ocean floor with a net, disturbing or destroying marine life.
			Habitat damage: The damage done to specific marine environments, often through development or farming.
			Dead zone: An area of water in which the oxygen has been depleted, and the sea life destroyed, by the algae blooms that result from the runoff of

organic food.

nutrients and waste from farming.

Aquaculture: The production of seafood under controlled conditions.

Open systems: Natural bodies of water used by a farm to produce fish.

Closed system: A fish farm that is not in a natural body of water.

Sun coffee: Coffee produced on newer, monocultured farms in areas where the forest has been cleared or thinned.

Shade-grown coffee: Coffee produced on traditional farms within forested areas, so the coffee trees are shaded.

Organic: Foods (or other products) that have been produced without pesticides or synthetic fertilizers.

New England boiled dinner: Corned beef and vegetables boiled together in a single pot.

New England clam chowder: Cream soup with clams, potatoes, onions, and celery.

Bisque: An opaque creamy soup made from crustacean shells.

Pasties: Traditional British foods including meat pies, bread puddings, and roasts with potatoes.


Lefse: Potato bread.

Tidewater cuisine: From Virginia and North Carolina's Tidewater region, cuisine influenced by the Native Americans who taught European settlers to plant corn and introduced them to native squashes, plums, berries, greens, game, and seafood, including fish and oysters.

Low Country cuisine: South Carolina, Georgia, and northern Florida Atlantic seaboard cuisine.

Creole: A French-African mix of cuisines in the

Global Cuisines1- The Americas

(Week 16, 2 Weeks) 

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 10
Students will identify the characteristics and tradition related to global cuisine of 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

The major influences, ingredients, flavors, and cooking techniques of:

Northeastern American cuisine

Midwestern American cuisine

Southern American cuisine

Southwestern American cuisine

Pacific Coast/Rim cuisine

Mexican cuisine

Central American cuisine

Caribbean cuisine

Brazilian cuisine

Bolivian cuisine

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

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

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

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

5. Identify the major influences, ingredients, flavors, and cooking

- 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.

techniques of Pacific Coast/ New Orleans area.
Rim cuisine.

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

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

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

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

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

Cajun: The cuisine of the French Canadian Acadians who settled in the Mississippi Delta area.

Low country boil: Another example of a one-pot meal.

Trinity: New Orleans type of mirepoix.

Gumbo: A sauce-based one-pot meal that is usually served over rice.

Jumbalaya: Another one-pot meal, but with several different proteins, which usually includes crayfish and andouille.

Andouille: Cajun sausage.

Filè: A thickener made from dried sassafras leaves.

Tex-Mex: Southwestern cuisine featuring ground meats.

Cal-Mex: Southwestern cuisine featuring shredded meats.

Salsa: A vegetable sauce, usually with tomatoes, peppers, and spices, usually served cold.

Barbecued: Foods, usually proteins, cooked with fire and smoke.

Fusion cuisine: A combination of two or more regional cuisines to form new dishes.

Comale: A cooking surface for tortillas.

Masa: Corn meal created by chemically treating corn with alkali to remove the husks.

Mole: A Mexican sauce; there are several varieties.

Cacao: A tropical tree that grows seed pods that

produce the beans that are ground to make cocoa powder (which is then made into chocolate).

Gallo pinto: A Central American bean and rice dish.

Curtido: A typical Central American relish made from cabbage, onions, and carrots in vinegar.

Jerk spice: A Jamaican dry rub for barbecued meat.

Cubano: A ham, cheese, pork, and pickle grilled sandwich on Cuban bread.

Pan Cubano: Sandwich roll from Cuba.

Sofrito: A Puerto Rican foundational cooked sauce.

Quinoa: Flour from the grain-like goosefoot plant.

Ceviche: A citrus and fish mixture common to most of the Latin coastal regions.

Haute cuisine: A style of eating characterized by elaborately conceived and presented dishes requiring skilled kitchen and dining room staff.

Cuisine classique: A modification and simplification of haute cuisine, usually associated with Escoffier and characterized by multiple courses of rich food.

Nouvelle cuisine: A lighter, more delicate cuisine evolved from cuisine classique, commonly incorporating nontraditional flavors and techniques.

Foie gras: The engorged liver of a specially fattened goose or duck, which is seared or poached.

Poulet de Bresse: A famously flavorful blue-legged chicken native to Bresse, in Burgundy.

Cassoulet: A hearty casserole of beans and

meat, popular in southwest France.

Duck confit: Salted pieces of duck, subsequently poached in duck fat.

Jambon de Bayonne: A mild pork ham.

Columbian Exchange: The exchange of ingredients, ideas, and other resources between the Old world and the New World.

Bollito misto: A rich stew containing a mixture of meat and vegetables, cooked in succulent broth.

Bagna cauda: A dipping sauce made of olive oil, anchovy, and garlic, served with raw vegetables.

Bistecca alla Fiorentina: A thick beefsteak that has been grilled.

Saltimbocca alla Romana: Pounded and breaded veal, sauteed with sage and prosciutto.

Vitello tonnato: A Neapolitan dish made with cold veal, served with sauce made of tuna.

Pasta con le sarde: A dish of dried pasta, combined with sauce made of sardines, raisins, and fennel and topped with fresh sardines.

Paella: A dish with numerous variations, involving rice, olive oil, and saffron cooked in a wide, shallow pan over an open fire.



Maghreb: The countries of North Africa that share a similar set of cultural influences.

Pastilla: A delicacy made by layering sheets of delicate *warqa* with almonds and pastry cream.

La kama: A Moroccan spice mixture including black pepper, turmeric, ginger, cumin, and nutmeg.

Tagine: A slow-cooked meat stew, cooked in a eponymous and characteristic earthenware

**Global Cuisines 2-
European,
Mediterranean, and**

Eas  (Week 17, 3
Weeks) 

UT: CTE: Family and Consumer Sciences, UT: Grades 9-12, ProStart II (3rd Edition) Standard 11
Students will identify the characteristics and tradition related to global cuisine of 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

Identify the major influences, ingredients, flavors, and cooking techniques for the following cuisines:

- French
- Italian
- Spanish
- Moroccan
- Greek
- Tunisian
- Egyptian
- Iranian
- Saudi Arabian
- Chinese
- Japanese
- Indian

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

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

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

4. Identify the major influences, ingredients,

vessel.

Couscoussiere: A specialized cooking vessel consisting of a large pot, a perforated insert, and a tight-fitting lid.

B'stilla: Stewed spiced pigeon, layered with warqa, sugar, and crushed almonds and formed into a pie.

Choua: Steamed forequarter lamb, flavored with cumin.

Meshoui: A whole roasted lamb.

Harira: A thick stew of chickpeas, rice, meat, and vegetables.

Moussaka: A casserole of lamb and eggplant that is often covered with a layer of bechamel sauce or beaten egg before baking.

Hummus: A dip of pureed chickpeas seasoned with lemon juice, olive oil, and sesame-seed paste.

Mezze: Greece's version of hors d'oeuvres or antipasto.

Haute cuisine: A style of eating characterized by elaborately conceived and presented dishes requiring a highly skilled kitchen and dining room staff.

Cuisine classique: A modification and simplification of haute cuisine, usually associated with Escoffier and characterized by multiple courses of rich food.

Nouvelle cuisine: A lighter, more delicate cuisine evolved from cuisine classique, commonly incorporating nontraditional flavors and techniques.

Foie gras: The engorged liver of a specially fattened goose or duck, which is seared or poached.

Poulet de Bresse: A famously flavorful blue-

- 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 Moroccan cuisine.
 - 5. Identify the major influences, ingredients, flavors, and cooking techniques of Greek cuisine.
 - 6. Identify the major influences, ingredients, flavors, and cooking techniques of Tunisian cuisine.
 - 7. Identify the major influences, ingredients, flavors, and cooking techniques of Egyptian cuisine.
 - 8. Identify the major influences, ingredients, flavors, and cooking techniques of Iranian cuisine.
 - 9. Identify the major influences, ingredients, flavors, and cooking techniques of Saudi Arabian cuisine.
 - 10. Identify the major influences, ingredients, flavors, and cooking techniques of Chinese cuisine.
 - 11. Identify the major influences, ingredients, flavors, and cooking techniques of Japanese cuisine.
 - 12. Identify the major influences, ingredients, flavors, and cooking techniques of Indian
- legged chicken native to Bresse, in Burgundy.
- Cassoulet:** A hearty casserole of beans and meat, popular in southwest France.
- Duck confit:** Salted pieces of duck, subsequently poached in duck fat.
- Jambon de Bayonne:* A mild pork ham.
- Columbian Exchange:** The exchange of ingredients, ideas, and other resources between the Old World and the New World.
- Bollito misto:** A rich stew containing a mixture of meat and vegetables, cooked **in a succulent broth.**
- Bagna cauda:** A dipping sauce made of olive oil, anchovy, and garlic, served with raw vegetables.
- Bistecca alla Fiorentina:** A thick beefsteak that has been grilled.
- Saltimbocca alla Romana:** Pounded and breaded veal, sauteed with sage and prosciutto.
- Vitello tonnato:** A Neapolitan dish made with cold veal, served with a sauce made of tuna.
- Pasta con le sarde:* A dish of dried pasta, combined with sauce made of sardines, raisins, and fennel and topped with fresh sardines.
- Paella:** A dish with numerous variations, involving rice, olive oil, and saffron cooked in a wide, shallow pan over an open fire.
- Maghreb:** The countries of North Africa that share a similar set of cultural influences.
- Pastilla:** A delicacy made by layering sheets of delicate *warqa* with almonds and pastry cream.
- La kama:** A Moroccan spice mixture including

flavors, and cooking techniques of Japanese cuisine.

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

cuisine.

black pepper, turmeric, ginger, cumin, and nutmeg.

Tagine: A slow-cooked meat stew, cooked in an eponymous and characteristic earthenware vessel.

Couscoussiere: A specialized cooking vessel consisting of a large pot, a perforated insert, and a tight-fitting lid.

B'stilla: Stewed and spiced pigeon, layered with *warqa*, sugar, and crushed almonds and formed into a pie.

Choua: Steamed forequarter lamb, flavored with cumin.

Meshoui: A whole roasted lamb.

Harira: A thick stew of chickpeas, rice, meat, and vegetables.

Moussaka: A casserole of lamb and eggplant that is often covered with a layer of bechamel sauce or beaten egg before baking.

Hummus: A dip of pureed chickpeas seasoned with lemon juice, olive oil, and sesame-seed paste.

Mezze: Greece's version of hors d' oeuvres or antipasto.

Skorthalia: One of two major Greek sauces, a combination of olive oil, garlic, and bread that accompanies fried fish or cooked vegetables.

Avgolemono: One of two major Greek sauces, a lemony egg sauce often used to finish seafood soups and stews.

Baklava: A highly sweetened pastry layering phyllo dough with chopped nuts.

Salade compose*: A salad made with roasted

peppers, tomatoes, tuna, and hard-boiled egg.

Chakchouka: A dish of mixed vegetables, flavored with brown sugar and topped with beaten egg.

Harissa: A highly spiced condiment made of chilis, coriander, garlic, and olive oil, used throughout Tunisian cuisine.

Tabal: A spicy condiment made of chilis, coriander, caraway, and garlic, used to flavor beef or veal.

Chermoula: A mixture of pureed onion and garlic mixed with pungent spices, like chili and saffron.

Duqqa: A spice mixture that typically includes sesame, dried mint, coriander, and cumin.

Baba ghanoush: A puree of eggplant, chickpeas, lemon juice, parsley, cumin, and olive oil.

Shawarma: Shredded meat served in a pita with tahini.

Katteh: One of the three major methods of rice cookery in Iran, this method uses raw rice to create a moist, clumpy product, traditionally a breakfast dish in the north.

Tan: Grains and rice.

Ts'ai: Vegetables and meat.

Velveting: Pieces of meat are coated with corn starch and egg whites before stir-frying, to retain moisture and include sauce adherence.

Lacquered meats: Larger items of meat are coated with multiple layers of flavorful, sweet marinade before being roasted.

Red-cooking: Meat or fish is stewed in a broth of soy sauce and water to develop a rich color succulent taste.

Cha kaiseki: A ritualized cuisine in which meals are served in the context of a formal tea ceremony.

Gohan: The Japanese word for broth "cooked rice" and "meal."

Wabi sabi: A Zen Buddhist principle of quiet simplicity merged with quiet elegance.

Masala: A mixture made by grinding and frying a combination of spices at the time of use; these mixtures are common in Kashmiri cuisine.

Garam masala: A popular masala made with strong-tasting spices, like black cardamom, black pepper, and clove.

Dum: A type of steaming in which preparers cover the cooking pot and seal it with strips of dough; popular in northern India and also used in some European peasant traditions.

