

## MICRO CREDENTIAL COURSE DETAILS

**1. Name of Series**

Stackable credential (Upskills / Reskills / Development)

**2. Name of Course**

Sustainability of Restaurant Business: What You Need to Know (TRM301M4)

**3. Synopsis of Course**

Food and beverage control may be defined as the guidance and regulation of the costs and revenue of operating the catering activity in a food and beverage establishment. A successful holistic food and beverage control is imperative for any type of food and beverage operation regardless of its size. The cost of food and beverage can range from 25% to up to 50% depending on the type of operation. Restaurant managers and their staff work hard to provide the quality products and services that attract and keep guests returning. The revenue you receive must be safeguarded until deposited in your property's bank account. The manager must develop procedures, policies, and systems to ensure that the money earned by the restaurant will ultimately be deposited in its bank account.

This award equips you with all you need to excel in managing the revenue control and analyzing the menu performance while ensuring the profitability of each menu produced.

**4. For Whom?**

- Hospitality and tourism-related Entrepreneurs
- Working professionals
- Teaching Staff
- Students
- General public

**5. Course Outcomes**

**How to sustain the restaurant business?**

1. Calculate menu engineering using the data gained from the restaurant sales report.
2. Categorize each menu engineering result comprises of its popularity and profitability.
3. Analyze the best suggestion and solution for each menu, extracting out from the category result in the menu engineering.

**6. Delivery Mode**

Online Lecture, Online Workshop with discussions, real-life cases and tutorials.  
Assessments via quizzes and final project/assignment.

**7. Duration of Course**

4 weeks' course

10 hours total SLT per week

Cumulative learning 40 hours for the total course

**8. Level of Course & Micro credential Credit Value**

Nil/ Certificate Level (one credit)

**9. Course Outline**

**How to sustain the restaurant business?**

- Fundamentals of food & beverage cost control standards – Objectives, labor cost control.
- Revenue collection and control system – POS, RMS, report & record.
- Menu Analysis – Menu engineering, menu performance.
- Restaurant analysis – managing actual profit & loss statement, improvement procedures.

**10. Trainer**

Hairul Hisam Bin Bujang, CHT®

Certified Hospitality Trainer AHLEI (USA), Master in Hospitality management (Uitm),  
B.Sc. (Hons) Foodservice Management (Uitm), Diploma in Chef training (ITM)