

## MICRO CREDENTIAL COURSE DETAILS

1. **Name of Series**

Stackable credential (Upskills / Reskills / Development)

2. **Name of Course**

How does restaurant make money? (TRM301M3)

3. **Synopsis of Course**

Standardized recipes are an important part of a well-managed food service program. A standardized recipe specifically describes the exact, measurable amount of ingredients and the method of preparation needed to consistently produce a high-quality product. A standardized recipe is a recipe that yields the same resulting product using specific ingredients and preparation methods.

In a restaurant setting, this helps to produce a consistent product that customers expect and also aids in planning, purchasing, and inventory efficiency. It also the heart of a success or failure of the restaurant business is it will provide data for the pricing strategy, breakeven analysis, forecasting, and the profit and loss statement.

4. **For Whom?**

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

5. **Course Outcomes**

**How does restaurant make money?**

1. Calculate the pricing strategy & breakeven analysis.
2. Develop and calculate standardize recipe form to determine the food cost percentage.
3. Prepare a forecasting profit & loss statement using the menu price, sales and cost including overhead & marketing cost.

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 does restaurant make money?**

- Standard recipe – Cost calculation, pricing strategy.
- Supply management – The process flow, purchasing, receiving, storing, inventory.
- Food & beverage production and service standards.
- Planning for success – Budget, breakeven analysis, forecasting the profit & loss statement.

**11. 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)