

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2080
Bachelor of Hotel Management (BHM)
Semester - V

Roll.No.....

Subject: Casino Management
Full Marks: 100 Pass Marks: 50

Course Code: BHM 451
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

- Lotto games and dominoes appeared inas early as the 10th century.
 - Greece
 - China
 - Egypt
 - Italy
- The Star City in Sydney and Australia is known for casino with
 - Most table games
 - Biggest gaming area
 - Most slot machines
 - First casino of world
- are casino sites that will run on their own platform. They provide their players with a unique experience and stand out from the crowd.
 - Casino hotels
 - Independent casinos
 - Limited license casino
 - Full license casino
-is a type of gambling whereby the player is much addicted to the game.
 - Addiction Gambling
 - Positive gambling
 - Problem gambling
 - Adolescent gambling
- One of major negative effects of casino in economy is
 - Jobs creation
 - Tax revenue
 - Problem gambling
 - Tourism
- Casino Millionaire's Club is located at
 - Hotel Himalaya
 - Hotel Yak & Yeti
 - Hotel Everest
 - Hotel Shangri-la
- The first thing Casino department performs is to identify the customer and segment these customers to serve them the right content.
 - Cage
 - Slot game
 - Marketing
 - Service
- The casino which provides accommodation facility in premise is called
 - Casino Villa
 - Casino Royal
 - Casino Hotel
 - Casino Room
- are issued through the use of a list indicating which individuals are authorized.
 - Casino Cage
 - Slots
 - Keys
 - VIP Pass
- A slot machine is also called..... in British English.
 - Puggy
 - Fruit Machine
 - Poker Machine
 - The Slot

11. Some slot managers believe that should be placed in areas that are less attractive to players, such as the entrance to the rest rooms.
- a. gimmick Machines
 - b. hit Machines
 - c. garbage Machines
 - d. popular Machines
12. Casinos result in increases in and alcohol-related fatal traffic accidents in rural areas but the opposite in urban areas.
- a. murder
 - b. divorce
 - c. drunk driving
 - d. family breakdown
13. Casino license is not issued to those organizations which are listed in Black list of
- a. gaming Control Board
 - b. tourism Board
 - c. nepal Rastra Bank
 - d. nepal Bank Limited
14. The person responsible for the operation of a given table game is known as
- a. clerk
 - b. attendant
 - c. dealer
 - d. cashier
15. Video slot machines usually make more extensive use of ..., and can feature more elaborate mini-games as bonuses.
- a. pictures
 - b. sounds
 - c. multimedia
 - d. internet

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Explain the first adorable Casino established in Venice, Italy.
2. Mention the casino profile of Casino Royale.
3. Mention the role of Table Dealer of Casino in any 5 points.
4. Describe the four major unique casino customer segments.
5. Explain the importance of casino cage in any five points.
6. Highlight any 5 major customer service tips used by casino customer representative.
7. What is slot machine? What are its different types?
8. Describe any five marketing tools and techniques used by casino marketing department.
9. Mention any 4 entertainment activities performed in Casino.
10. List down any 10-control measures applied in the casino industry of Nepal.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Draw the organizational structure of a Casino and list down the responsibilities of Cage Cashier.
12. Draw a sample of reels slot machine and illustrate its parts.
13. Describe the F&B system in casino. Mention any 5 differences in buffet and table service inside casino.
14. Discuss economic and socio-cultural impact of casino industry in Nepalese context.
15. Explain how a casino can install slot machines under participation agreements and why it is beneficial to casino.

SECTION D: CASE STUDY (15 MARKS)

16. Read a case given below and answer all of the following questions:

TIGER PALACE RESORT & CASINO

Tiger Palace Resort & Casino is a 4 star category hotel located in Bhairahawa, Nepal. Initially, the resort has invested 28 crore Nepalese rupee to establish the casino. Even though the resort is established in same district where Lord Buddha was born, the resort is about 80 km away from the holy place and is only 8 km from the border between India and Nepal. The casino has three distinct game rooms: main floor, Premium room and VIP lounges. You can find slot games and many games table in the casino but the credit facility is not authorized.

The Tiger Palace has a space for organizing events and meetings. It also has a spa and a wellness center available for guests. For dining, six restaurants are present at the hotel: Ramo Chowk, Terai, Madira, Machaan, Cabana Avenue and Jackpot Buffet. The Tiger Palace Resort & Casino also organizes many events for guests. The adrenalin rush of the bet. The suspense of the spinning wheel. Experience it all at Tiger Palace Resort.

With three distinct gaming zones, sports betting facility and a performance stage and bar, there is a fun-packed venue for all levels of player, including a separate VIP area above the main gaming floor for seasoned high-stakes players. Tiger Palace Resort runs all games in total security and according to the strictest international standards, ensuring a fair deal and a fun night for our guests

- a. Which control measures are followed by the resort for establishing the casino?
- b. What are the various services available in the casino besides gaming?
- c. What could be the security threats in casino operation? How does the casino overcome it?

THE END

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Roll.No.....

Subject: Meeting and conference Management

Course Code: BHM 452

Full Marks: 100 Pass Marks: 50

Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. An event can be described as
 - a. a public assembly for the purpose of celebration, education, marketing or reunion
 - b. a Movie making
 - c. a video editing
 - d. attending a large gathering
2. Events can be classified on the basis of their:
 - a. size, type and context
 - b. location
 - c. budget
 - d. chief guest
3. Event management is considered as strategic:
 - a. entertainment sector
 - b. message deliver
 - c. marketing and communication tool
 - d. fun factor
4. Which one department is responsible for the publicity of the event?
 - a. Hospitality department
 - b. Program Coordination department
 - c. Promotion Coordination department
 - d. Equipment department
5. The information that event proposals should include:
 - a. description of the event
 - b. the proposed event budget
 - c. venue and facilities offered
 - d. all of these
6. Inspiring the staff is a good reflection of :
 - a. negotiating
 - b. leadership
 - c. budgeting
 - d. project management
7. Determining a venue where an event should be held, what the focus should be, and its location helps answer the event planner's questions during which stage?
 - a. Research
 - b. Design
 - c. Planning
 - d. Coordinating
8. Most important skill for event industry is:
 - a. Organizational skill
 - b. Management skill
 - c. Marketing skill
 - d. All of these
9. Event marketing is:
 - a. a good
 - b. tangible
 - c. a service
 - d. a product

10. Which one is the second stage in the event planning process?
- a. Planning
 - b. Research
 - c. Design
 - d. Evaluation
11. Budgeting an event, negotiating contracts, organizing needs is a part of which planning process?
- a. Research
 - b. Design
 - c. Planning
 - d. Coordinating
12. What does MICE stand for?.....
- a. Meeting ,incentives, conferences and Exhibitions
 - b. Minute, income, cost and Excell
 - c. Management, incentives, coordination and Evaluation
 - d. monitoring, inspection, control and Engineering
13. Compared to other marketing tools, PR is the:
- a. excellent at closing immediate sales
 - b. worst for generating revenue
 - c. average for generating trust and confidence
 - d. worst for sales
14. Conferences can be classified as
- a. internal
 - b. external
 - c. both
 - d. none of the above
15. Includes ID's, badges, name tags and certifications:
- a. passes
 - b. credential
 - c. documents
 - d. identification

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You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. What personality traits, skills, and education do you think all event planners must have? [5]
2. Explain briefly the legal requirements necessary for conducting any event. [5]
3. Highlight the growth and development of event industry over a period of time. [5]
4. What is convention management? Explain the role of the Meeting Manager. [2+3]
5. Differentiate between a conference and an exhibition. [5]
6. How has augmented reality and virtual reality contributed to event management process? [5]
7. In your opinion, does a good leadership contribute in good event planning? [5]
8. What makes marketing an important aspect in meeting and conference planning? [5]
9. Why do you think human resource planning is necessary for conducting an event? [5]
10. Highlight some of the events in the context of Nepal and what could be done to make those events better? [5]

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Describe the facilities available in Nepal for MICE. [10]
12. Draft a proposal for an event, "Food Fiesta 2023" along with the tagline for the event. [10]
13. If you were an event planner, what would be your five major focus areas for the promotion of your events? [10]
14. How does legal and ethical practice in event industry help set a standard set of principles for running events? [10]
15. Describe, in brief, the skills and responsibilities of a meeting manager. [10]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

The world's second largest annual arts festival thrives on the enchanting atmosphere it manages to create—even when not everything goes to plan. They don't call Adelaide "The Festival City" for nothing. The annual Adelaide Fringe Festival is just under 60 years, and practically takes over the city during its annual summer instalment. For a perspective of the event's scale, its 2017 edition pulled in 2.5 million attendees across 31 days. The festival follows an open access format rather than a curated one – this means that artists from any part of the world can apply to participate. This also means that each year, the artists are primarily responsible in re-creating the magic and splendor the festival has come to be known for. "It's derivative of such a diverse set of artists that come to the festival," said Joanne O'Callaghan, head of artists, venues, and events. "And each artist brings with them a unique identity. So really, all the artists do the hardwork."

But with any event of such scale, a lot can go unplanned. An example this year was a minor kerfuffle at the festival's opening night street party where 100,000 people showed up for short sets on stage. At the very end of the party, there were so many people standing around the stage that the circus performers couldn't physically get through the crowd to perform the closing. Stage volunteers told the

- crowd that the performers would be 10 minutes away, but those minutes came and went. One of the volunteers then whipped his phone out and plugged it into the PA to play Bohemian Rhapsody which soon spurred the crowd to engage in a large karaoke-style sing-along on the street.
- "That was a really beautiful moment that none of us could have ever planned," O'Callaghan said. "There's magic in spontaneity." While the events team collects data from surveys and feedback forms, O'Callaghan said the "real measure of success" for her is by simply standing around and watching how audiences engage with sets. "There's no greater way to qualify success than watching a thousand people in a circus tent laughing at something they see," she said.
- a. "The real measure of success is watching the public engagement with sets and being happy." Do you agree to this statement? Discuss. [7.5]
- b. What are the major steps to be taken for a country like Nepal to conduct such activities on the streets of Nepal? Do you think such activities can boost Nepal as a tourism destination? Explain. [7.5]

THE END

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Subject: Catering Management
Full Marks: 100 Pass Marks: 50

Roll.No.....

Course Code: BHM 453

Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. What is the primary goal of a catering business?
 - a. To generate the highest profit possible
 - b. To provide high-quality food and services to customers
 - c. To beat competitors in the market
 - d. To offer the lowest prices in the market
2. What is a crucial factor in the success of a catering business?
 - a. The number of employees
 - b. The location of the business
 - c. The menu offerings
 - d. The budget for marketing and advertising
3. What is an important aspect of customer service in a catering business?
 - a. Quick service time
 - b. Efficient order processing
 - c. Personal attention to customers
 - d. All of the above
4. What is a key principle in managing food and beverage costs in a catering business?
 - a. Ordering large quantities of ingredients in advance
 - b. Minimizing waste and spoilage of food
 - c. Offering discounts to customers
 - d. Spending less on employee training
5. What should be included in the executive summary of a business plan for a catering business?
 - a. Overview of the catering market
 - b. Purpose and objectives of the business
 - c. Detailed financial projections
 - d. Supporting documents
6. What is the purpose of conducting a market analysis in a catering business plan?
 - a. To assess the competition
 - b. To determine target customer demographics
 - c. To describe the operations plan
 - d. To outline the marketing and sales strategy
7. What is the importance of the business structure section in a catering business plan?
 - a. To describe the type of business entity
 - b. To outline the marketing and sales strategy
 - c. To detail the operations plan
 - d. To provide financial projections
8. What should be included in the marketing and sales strategy section of a catering business plan?
 - a. Overview of the catering market
 - b. Plan for promoting and selling services
 - c. Sample menus
 - d. Market research data

9. What is the significance of having a comprehensive business plan for a catering business?
- To attract investors
 - To secure financing
 - To guide day-to-day operations
 - All of the above
10. What is the best way to reach a large audience and promote your catering business?
- Building a website
 - Utilizing social media
 - Networking with event planners and venues
 - Participating in local food festivals and events
11. How can you attract new customers and encourage repeat business?
- Building a website
 - Utilizing social media
 - Offering special promotions and discounts
 - Developing a strong brand
12. What is an effective way to showcase your food and reach new customers?
- Building a website
 - Utilizing social media
 - Participating in local food festivals and events
 - Creating a referral program
13. What is importance for establishing a strong brand identity for your catering business?
- Consistent logo, tagline, and marketing messaging across all channels
 - A professional-looking website
 - Referral program
 - Networking with event planners and venues
14. How can you encourage satisfied customers to refer their friends and family to your business?
- By participating in local food festivals and events
 - By creating a referral program
 - By offering special promotions and discounts
 - By developing a strong brand
15. What is a common form of sales promotion in the catering industry?
- Referral programs
 - Limited-time offers
 - Personal selling
 - Upselling

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You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. Define catering. Explain the various catering operation with reference of on premises and off premises. [2+3]
2. Define the various phases of catering control. [5]
3. What are the problems in catering control? Explain. [5]
4. Explain marketing cycle of catering. [5]
5. Define sales promotion with examples and list its importance. [5]
6. Explain the various pricing strategies of catering management. [5]
7. Differentiate between on premise and off premises catering. [5]
8. Explain the various policies of rental equipment. [5]
9. What are the basic elements of total quality management? Explain. [5]
10. Explain the relationship between cost profit and volume. [5]

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Explain catering management and its functions. [10]
12. Define cost and the various elements of cost. [10]
13. Define advertising. Explain the various methods of advertising catering. [4+6]
14. Define concept and business plan. Explain the various market survey information needs to be collected of feasibility of catering establishment. [4+6]
15. If, Sales = 825,000
Variable Cost = 302,375
Fixed Cost = 316,250
Calculate the contribution margin & break even point [10]

SECTION D: CASE STUDY (15 MARKS)

16. Read a case given below and answer the following questions:

A local catering company, "Savor Catering", has been in business for 5 years and has been growing rapidly. The company has a diverse clientele, ranging from corporate events to weddings and private parties. The company's owner, Sarah, is seeking ways to manage the company more effectively and ensure continued growth.

To address these concerns, Sarah hired a consultant who conducted a thorough analysis of the business operations. The consultant identified the following areas that could be improved promptly.

- Menu selection and pricing
- Inventory management
- Staff training and retention
- Customer service and satisfaction

- To address these issues, the consultant recommended the following actions:
- Develop a new menu selection and pricing strategy that better reflects the preferences and budgets of Savor Caterings diverse client base.
- Implement an inventory management system to track and control food and supply costs more effectively.
- Develop a comprehensive staff training program that includes ongoing training and development opportunities to increase staff retention and motivation.
- Establish a customer service feedback system to measure customer satisfaction and address any issues

Questions:

- a. What are the challenges that Savor Company is facing? [5]
- b. How might a customer service feedback system help Savor Catering improve customer satisfaction and retain clients? [5]
- c. How might Savor Caterings new menu selection and pricing strategy improve business operations?[5]

THE END

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Roll.No.....

Subject: Fast Food Chain Management
Full Marks: 100 Pass Marks: 50

Course Code: BHM 454

Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. Where did fast-food begin from?
a. Britain
b. Italy
c. USA
d. Switzerland
2. Which franchise has the most locations in Nepal?
a. Chicken Station
b. Dalle
c. Himalayan Java
d. Burger House & Crunchy Fried Chicken
3. Which one fast food was delivered to the International Space Station in 2001?
a. McDonalds's nuggets
b. Burger King burger
c. Pizza Hut pizza
d. Popeye's chicken
4. Which one fast food chain has the most restaurants in the world?
a. Mc Donald's
b. Subway
c. KFC
d. Pizza Hut
5. Advertising on commercial radio and television is known as:
a. visual advertising
b. visual Impact
c. broadcasting
d. none of these
6. Colonel Harland Sanders is famous for this fast-food chain.
a. Burger King
b. Subway
c. Pizza Hut
d. KFC
7. What fast food restaurant is credited with introducing the first modern-day drive-thru window?
a. Wendy's
b. Burger King
c. McDonald's
d. Subway
8. Which one of the followings is used as sparkling agent in carbonated beverages?
a. Sodium benzoate
b. Sparkling colorant
c. Acidulants
d. CO₂
9. How many herbs and spices make up the secret blend used on original KFC Recipe?
a. 7
b. 9
c. 11
d. 15
10. Any paid form of non-personal presentation and promotion of ideas, goods or services by an identified sponsor is known as:
a. advertising
b. public relations
c. sales promotion
d. merchandising
11. What was the first fast food restaurant in China?
a. Burger King
b. Taco Bell
c. McDonald's
d. KFC
12. Most pastas are distinguished by what?
a. Shapes
b. Flour
c. Color
d. Ingredient

13. Which one fast-food restaurant is known as Hungry Jack's in Australia?
- a. Wendy's
 - b. Burger King
 - c. McDonald's
 - d. Shake Shack
14. Which one training system is not practiced in a fast food industry?
- a. Job Shadowing
 - b. Manager Training
 - c. Simulation Training
 - d. Role Play
15. Cyclic menu is followed in
- a. fast food
 - b. industrial canteen
 - c. coffee shop
 - d. room service

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Subject: Fast Food Chain Management
Full Marks: 100 Pass Marks: 50
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Course Code: BHM 454

Time: 3: 00 Hours

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. What are the various layouts used in fast food? Explain.
2. Define fast food. Why is getting more popular these days?
3. How does food delivery system work for restaurants?
4. What do you understand by fast food organizational structure? Draw a neat organizational chart of fast-food. restaurant in common.
5. Being as an outlet manager of chain fast food outlet how do you plan to increase the productivity of that outlet?
6. What are restaurant design & layout planning? List out the different areas of fast food layout Planning.
7. Define menu planning. List out the objectives of menu planning.
8. Write short notes on marketing differentiation in fast food industry with examples.
9. Define the various types of pricing strategy commonly adopted by fast food businesses.
10. Differentiate between franchise and Chain.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Explain the marketing strategies used in fast-food with examples.
12. Define how franchise agreement works. Explain the advantages of adopting franchise business model for both parties involved i.e., franchisor & franchisee.
13. Explain the greatest challenges currently the food delivery industry facing.
14. Write down the duties and responsibilities of fast-food attendants. Explain fast-food sales teams Structure.
15. "Menu in any food service industry is considered as an informative tool, and also aid in identity building & creating guest experience". Elaborate the statement. Also explain the factors that you will consider while planning & designing the menu in relation to the above statement.

SECTION D: CASE STUDY (15 MARKS)

16. Read a **case** given below and answer the following questions:
Government is legislating laws in order to keep check on the fast-food industry and it is emphasizing more on the usage of bio-degradable and environment friendly products. But associated with this issue is the problem that fast food player faces – the cost associated with the environment friendly product. They cost much higher than the normal products that companies use for packaging or wrapping their products.
 - a. How do eco-friendly products benefit customers?
 - b. Why are eco-friendly products more expensive?
 - c. What type of advertising promotes eco-friendly products?

THE END

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Roll.No.....

Subject: Food and Beverage Control
Full Marks: 100 Pass Marks: 50

Course Code: BHM 455
Time: 3: 00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

1. Successful restaurant includes:
 - a. chefs
 - b. managers
 - c. stewards
 - d. all of the above
2. The main aim of the costing in a food and beverage establishment is to satisfy the:
 - a. "Customers requirement" and "financial requirements"
 - b. Customers
 - c. Financial
 - d. Owner and financial
3. Pricing is important to determine:
 - a. food menu and beverage list
 - b. bar and beverage list
 - c. alcohol List
 - d. all of the above
4. Beverage cost consists of non-alcoholic and alcoholic cost it is.....
 - a. true
 - b. false
 - c. agree
 - d. none of the above
5. Which one of the followings is the example of fixed cost:
 - a. Insurance premium
 - b. Deprecation
 - c. Rent
 - d. All of the above
6. Which one is the controllable cost form given below?
 - a. food cost
 - b. rent
 - c. insurance premium
 - d. all of the above
7. Which factors depend on sales factors?
 - a. Location
 - b. Service and styles
 - c. Product Uniqueness
 - d. All of the above
8. For the beverage purchase standard which one of the flowing standers need to be followed?
 - a. Quantity Standard
 - b. Quality Standard
 - c. Price Standard
 - d. All of the Above
9. What is the full form of EPOS?
 - a. Electronic point of sales
 - b. Electric point of sales
 - c. Electronic point of salary
 - d. None of the above.
10. Which is the high food cost food item?
 - a. Strip steak
 - b. Grilled tuna
 - c. Pasta
 - d. Chicken breast
11. What is the temperature for meat storing?
 - a. 34-36 F
 - b. 35-36 F
 - c. 32-35 F
 - d. All of the above
12. Menu is the list of:
 - a. food and beverage
 - b. food and alcohol
 - c. alcohol and beverage
 - d. none of the above

13. Every menu will have items that are more or less profitable than others. In fact, some operators develop items are called
- a. Loss leaders.
 - b. Los leaders
 - c. High leaders
 - d. Profit Leaders
14. Which one of the followings is the Labor control compensation?
- a. Direct competition
 - b. Indirect competition
 - c. Deferred competition
 - d. All of the above
15. Beverage cost can be calculated as follows:
- a. $\text{beverage cost \%} = (\text{Beverage cost}/\text{Beverage Sales}) * 100$
 - b. $\text{beverage cost \%} = (\text{Beverage sale}/\text{Beverage Sales}) * 100$
 - c. $\text{beverage cost \%} = (\text{Beverage cost}/\text{Beverage Sales}) * 99$
 - d. $\text{beverage cost \%} = (\text{Beverage sale}/\text{Beverage cost}) * 100$

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any **EIGHT** questions:

1. What is food cost percentage. Discuss in detail.
2. What do you understand by planning phase in fundamentals of control? Explain its policy briefly.
3. What is employee compensation? Explain its types.
4. Discuss the internal threats to revenue security.
5. Define inventory and importance of managing inventory.
6. What is perpetual and periodic inventory?
7. What is profit sensitivity analysis and menu engineering/analysis?
8. What is goal value analysis, how do you calculate it? Define loss leader?
9. What is the manual approach of tracking sales? Define sales checks.
10. List down the training methods.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any **THREE** questions:

11. Define inventory and its types.
12. What is the classification of cost? Define all.
13. What are the monetary and non-monetary cost of sales discuss.
14. What is menu engineering? Discuss in details.
15. What are the aspects of establishing control procedure for beverage issuing and production?

SECTION D: CASE STUDY (15 MARKS)

16. ABC restaurant is well establishing restaurant in Kathmandu which sells the one the best food items in the town. The sales report of the restaurant is doing very well in terms of another restaurant. From the following case information of ABC restaurant. Calculate the:

- a. Total contributational margine per items
- b. Average contributational margin per items

Menu Item	Number Sold	Selling Price	Total Sales	Item Cost	Total Cost	Item Contribution Margin	Food Cost %
Strip Steak	73	\$17.95	\$1,310.35	\$8.08	\$589.84	\$9.87	45%
Coconut Shrimp	121	16.95	2,050.95	5.09	615.89	11.86	30%
Grilled Tuna	105	17.95	1,884.75	7.18	753.9	10.77	40%
Chicken Breast	140	13.95	1,953.00	3.07	429.8	10.88	22%
Lobster Stir-Fry	51	21.95	1,119.45	11.19	570.69	10.76	51%
Scallops/Pasta	85	14.95	1,270.75	3.59	305.15	11.36	24%
Beef Medallions	125	15.95	1,993.75	5.9	737.5	10.05	37%
Total	700		11,583.00		4,002.77		
Weighted Average	100	16.55	1,654.71	5.72	571.82	10.83	35%

THE END