

## ProStart Year One

**Rationale statement:** The restaurant and food service industry is constantly growing. It is estimated that from 2004 to 2012 the number of jobs in the restaurant and foodservice industry will increase by 1.5 million – of which approximately 70,000 will be management positions. As the nation’s largest private sector employer, the restaurant and foodservice industry is the cornerstone of the American economy, of career-and-employment opportunities, and of local communities. The ProStart program prepares students who are looking to enter the job market or making plans for post secondary education. In addition to learning about the restaurant and foodservice industry in the classroom, students have the opportunity to participate in internships with qualified foodservice operations, receiving firsthand training from mentors.

**Grade Level:** 9-12

**Course description:** This course helps students make real world connections through lessons and activities. Practical learning takes place both in the classroom and on the job. Students learn culinary essentials and basic foodservice management skills. With the ProStart Program, students get the chance to see just how bright their futures in the restaurant and foodservice industry can be. Some of the management and culinary skills developed include:

- Management
- Customer Relations
- Basic Accounting Principles
- Marketing
- Purchasing and Inventory (Cost Controls)
- Kitchen Basics
- Foodservice Equipment
- Food Preparation
- The Art of Service
- Career Preparation

Draft

Bloom’s Taxonomy Level	Standards and Examples
Indicator #1	Explore career paths within the foodservice industry.
Application	1PS 1.1 Define characteristic needed for success in food service careers. <i>For example:</i> <ul style="list-style-type: none"> <li>• Research foodservice careers.</li> <li>• Identify and give examples of positive work attitudes.</li> <li>• Make a list of qualities of successful foodservice employees.</li> </ul>
Application	1PS 1.2 Apply job acquisition skills for successful employment. <i>For example:</i> <ul style="list-style-type: none"> <li>• Compile the best examples of their work into a portfolio</li> <li>• Compile documents necessary to applying for a job, including a resume, cover letter, and job application</li> <li>• Demonstrate the steps to an effective job interview and the follow-up to the interview</li> </ul>

Analysis	<p>1PS 1.3 Analyze criteria that contribute to successful work experiences.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Create a list of workplace guidelines</li> <li>• State their interpretation of a first day on the job</li> <li>• Outline the steps to resigning a job</li> <li>• Discuss benefits of having new employee orientation</li> <li>• Describe common elements of orientation programs</li> <li>• Summarize and discuss effective group and on-the-job training</li> </ul>
<b>Indicator #2</b>	<b>Demonstrate successful customer relations.</b>
Comprehension	<p>1PS 2.1 Identify factors that lead to customer satisfaction.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• List ways to make a positive first impression in the foodservice industry</li> <li>• Describe a variety of customers that may have special needs</li> </ul>
Application	<p>1PS 2.2 Determine how customer satisfaction directly affects a restaurant's success.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Distinguish between effective and ineffective communication with customers by using scenarios and giving examples</li> <li>• Outline the service planning process</li> </ul>
Demonstration	<p>1PS 2.3 Demonstrate customer relation skills for job success.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Model appropriate behavior.</li> <li>• Using scenarios, demonstrate proper customer relation techniques.</li> </ul>
<b>Indicator #3</b>	<b>Prepare and serve safe food.</b>
Application	<p>1PS 3.1 Examine and apply sanitation procedures to ensure compliance with health codes.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• List reasons why it is important to keep food safe</li> <li>• Practice good hygiene and describe how it affects food safety</li> <li>• Apply procedures for cleaning and sanitizing tools and equipment</li> </ul>
Analysis	<p>1PS 3.2 Categorize potentially hazardous foods and food preparation practices to ensure food safety.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Graph micro-organisms that cause food borne illnesses</li> <li>• Compare and contrast situations in which contamination and cross-contamination occur</li> <li>• Examine the conditions under which bacteria multiply rapidly and use the letters FAT-TOM</li> </ul>
Application	<p>1PS 3.3 Demonstrate proper food handling techniques to ensure food safety.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Illustrate how time and temperature guidelines can reduce growth of micro-organisms in a lab experiment</li> <li>• List the seven major steps in a Hazard Analysis Critical Control</li> </ul>

	<p>Point (HACCP) food safety system</p> <ul style="list-style-type: none"> <li>Outline proper procedures for receiving, storing, preparing, cooking, holding, cooling, reheating, and serving food that includes use of proper tools and equipment</li> </ul>
Indicator #4	Prevent accidents and injuries in the workplace.
Comprehension	<p>1PS 4.1 Describe overall safety procedures to maintain a safe work environment.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>Identify legal responsibility for ensuring safe practices and a safe work environment.</li> <li>Define the role of Occupational Safety and Health Administration (OSHA) regulations</li> <li>State in their own words the Hazard Communication Standard requirements for employers</li> </ul>
Application	<p>1PS 4.2 Recognize workplace hazards in order to prevent accidents.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>Identify electrical hazards that contribute to accidental fires.</li> <li>Demonstrate proper lifting and carrying procedures to avoid injury.</li> <li>Outline basic first aid concepts and procedures.</li> </ul>
Indicator #5	Demonstrate proper basic culinary skills and use of foodservice equipment.
Application	<p>1PS 5.1 Demonstrate appropriate basic skills in the kitchen to use in food preparation.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>Label the parts of a standardized recipe and rank a selection of recipes according to how well they are written</li> <li>Convert recipes to yield smaller and larger quantities.</li> <li>Demonstrate effective mise en place through practice.</li> <li>Identify functions of several types of knives and demonstrate their proper uses doing the required basic knife cuts.</li> </ul>
Analysis	<p>1PS 5.2 Demonstrate proper use of foodservice equipment to produce a finished product.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>Demonstrate measuring and portioning foods using ladles, measuring cups and spoons, scales, and scoops.</li> <li>Demonstrate how to cut and mix foods using standard kitchen equipment.</li> <li>Demonstrate how to hold and serve food and beverages using kitchen equipment.</li> </ul>
Indicator #6	Demonstrate nutrition and wellness practices.
Synthesis	<p>1PS 6.1 Create menus that reflect nutritional knowledge to benefit the well-being of the customer.</p> <p><i>For example:</i></p>

	<ul style="list-style-type: none"> <li>• Create a power point illustrating the roles of proteins, water, vitamins, and minerals in people’s diets and identify foods that contain these nutrients.</li> <li>• Use Recommended Dietary Allowances (RDAs) and MyPyramid to plan meals.</li> <li>• Revise recipes to make them more healthful.</li> </ul>
Application	<p>1PS 6.2 Utilize knowledge and skills to select, store, prepare and serve nutritious and aesthetically pleasing food.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Select appropriate ingredients for a recipe.</li> <li>• Use proper methods to store and prepare foods to be nutritious and aesthetically pleasing.</li> <li>• Demonstrate garnishing plates.</li> </ul>
Indicator #7	Apply mathematical skills to perform job tasks in the foodservice industry.
Application	<p>1PS 7.1 Use math skills to carry out daily operations of a foodservice business.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Given a problem, calculate as purchased (AP) and edible portion (EP) amounts.</li> <li>• Given an example, calculate standard recipe cost and cost per serving.</li> <li>• Invite a restaurant manager to speak to the class about controllable costs, fixed costs, and variable costs, related to food and labor.</li> </ul>
Application	<p>1PS 7.2 Utilize math skills to control foodservice costs.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Analyze the relationship between cost and sales to determine food cost percentage</li> <li>• Calculate projected revenue, average cover, and find revenue level.</li> <li>• Calculate the average sales per customer.</li> <li>• Determine selling prices using the food cost percentage method.</li> </ul>
Indicator #8	Demonstrate food selection and preparation techniques.
Application	<p>1PS 8.1 Demonstrate the ability to select, store, prepare and serve aesthetically pleasing breakfast items such as quick breads, eggs, and sandwiches.</p> <p><i>For example:</i></p> <ul style="list-style-type: none"> <li>• Employ proper storage techniques to guarantee food quality.</li> <li>• Use proper methods to prepare foods to be nutritious and aesthetically pleasing.</li> </ul>
Application	1PS 8.2 Demonstrate the ability to select, store, prepare and serve aesthetically pleasing salads and garnishes.
Application	1PS 8.3 Demonstrate the ability to select, store, prepare and serve aesthetically pleasing fruits and vegetables.

