Q.1. Classify cost and explain with suitable examples.  
(10)

Q.2. Discuss in detail the various sales concepts in F&B industry.  
(10)

Q.3. Explain the types of inventory in detail. 
OR  
Differentiate between physical and perpetual inventory.  
(10)

Q.4. List various beverage purchasing procedure followed in leading hotels. 
OR  
Enlist various bar frauds and how will you control them as a bar manager?  
(10)

Q.5. Explain in one or two sentences (any five): 
(a) Cash handling  
(b) ECR  
(c) NCR  
(d) POS  
(e) Preset machines  
(f) Sales registers  
(5x2=10)

Q.6. Explain any two: 
(a) PV ratio  
(b) Break-even chart  
(c) Variance analysis  
(2x5=10)
Q.7. Discuss various points to be kept in mind while forecasting budget. (10)

Q.8. Illustrate the various ways of structuring a menu. OR
List the advantages and disadvantages of menu engineering. (10)

Q.9. Menu is an important marketing tool of any F&B outlet. Elaborate (10)

Q.10. List the importance of MIS in an F&B outlet. (10)

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