Examinations Management Office

Surkhet, Nepal

Final Examination-2078

Bachelor of Hotel Management (BHM) Semester - III

	Roll.No
Subject: Human Resource Management and Organizationa	Behavior Course Code: BHM 331
Full Marks: 100 Pass Marks: 50	Time: 3:00 Hours
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SECTION A: MULTIPLE CHOICE QUESTIONS	$(1 \times 15 = 15 \text{ MARKS}) / (TIME: 15 \text{ MINUTES})$
Tick the best answers.	11 192 12 1 1 1 1 1 1
1. The stage which relates to development of decision	making abilities, interpersonal and technical
competencies is known as: a. Storming	c. Forming
b. Norming	d. Worming
C	d. Worming
2. What is human factor?a. Micro and macro issues of socioeconomic factor	otor
b. Interrelated Physiological, Psychological and	
c. The entire concept of human behavior	1 50010 clinear aspects of numan being.
d. None of the above.	
3. Which is the least expensive method for recruitmen	ts?
a. Walk - ins, write - ins and talk - ins	c. Employment exchanges
b. Campus placements	d. Consultants
4. A study of the culture and practices in different soc	ieties is called:
a. Personality	c. Perception
b. Anthropology	d. Attitude
5. In present context, challenges for OB are:	
a. Employee expectation	c. Globalization
b. Workforce diversity	d. All of the above
6 explains how and why people reac	t when they feel unfairly treated.
a. Equity Theory	c. Goal attain theory
b. Expectancy theory	d. Goal setting Theory
7. Which of the following theory led the experiments	performed by Ivan Pavlov?
a. classical conditioning	c. social learning
b. operant conditioning	d. behavior shaping
8. What do you understand by the written record of du	ities, responsibilities, and conditions of a job?
a. Job enrichment	c. Job enlargement
b. Job ranking	d. Job description
9. Most of the learning that takes place in the class roo	
a. Classical conditioning	c. Cognitive learning
b. Operant conditioning	d. Social learning

- 10. ----is the attractiveness of the members towards the group or resistance to leave it. a. Group norms c. Group cohesiveness d. Group structure b. Group behavior
- 11. A job analyst's task is to:
 - a. prepare job description c. develop compensation plans
 - b. integrate development activities d. advise management
- 12. strives to have right number & right kind of people at the right place &at the right time.
 - a. Human Resource Acquisition
 - d. Human Resource Planning b. Human Resource Planning
- 13. Which human resource management development stage is described by the following? The human being or resource becomes a strategic resource, and human resource management becomes part of strategic enterprise management.

c. Human Resource Development

- a. PM c. IHRM b. HRM d. SHRM
- 14. How has HRM become one of the highly focused jobs?
 - a. It focuses on obtaining as well as maintaining a satisfied workforce.
 - b. It results in maximum output with the increased customer satisfaction.
 - c. It promotes group satisfaction with individual development.
 - d. Optimum utilization of manpower by motivation and improving efficiency.
- 15. Organizational behavior focuses at three Levels they are.......
 - a. Individuals, Organization, Society
 - b. Society, Organization, Nation
 - c. Employee, Employer, Management
 - d. Individual, Groups, Organization

Examinations Management Office

Surkhet, Nepal

Final Examination-2078 Bachelor of Hotel Management (BHM)

Semester - III

Subject: Human Resource Management and Organizational Behavior Course Code: BHM 331

Full Marks: 100Pass Marks: 50Time: 3:00 Hours

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 OUESTIONS (8 \times 5 = 40 MARKS) Answer any **EIGHT** questions: 1. Identify the advantages and disadvantages of telephone interview methods. [5] 2. Explain the terms job enlargement, job enrichment, and job rotation. [5] 3. Explain why employee referrals are important. [5] 4. Explain the different levels of organization behavior. [5] 5. What do you mean by perception? Explain the perceptual process. [2+3]6. Differentiate the approaches to motivation of Maslow and Herzberg. [5] 7. Explain the classical conditioning theory of learning. [5] 8. Define personality. Explain the factors affecting personality. [2+3]9. How an organization can create safe and healthy working environment? Discuss. [5] 10. Differentiate between Job description and specification, with suitable examples. [5] **SECTION C: LONG ANSWER QUESTIONS (3 \times10 = 30 MARKS)** Answer any **THREE** questions: 11. Define human resource management. Describe the functions of HRM. [3+7]12. Explain the factors that affect perception of an individual. [10] 13. Define group. Describe the group development process in detail. [3+7]14. Explain, in detail, the behavioral science disciplines that contribute in the formation of OB. [10] 15. Define the concept of recruitment and selection. Explain the selection process in detail. [3+7]

SECTION D: CASE STUDY (15 MARKS)

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

Motivation Key for Success: The Case of Xerox

As of 2010, Xerox Corporation (NYSE: XRX) is a \$22 billion, multinational company founded in 1906 and operating in 160 countries. Xerox is headquartered in Norwalk, Connecticut, and employs 130,000 people. How does a company of such size and magnitude effectively manage and motivate employees from diverse backgrounds and experiences? Such companies depend on the productivity and performance of their employees. The journey over the last 100 years has withstood many successes and failures. In 2000, Xerox was facing bankruptcy after years of mismanagement, piles of debt, and mounting questions about its accounting practices. Anne Mulcahy turned Xerox around. Mulcahy joined Xerox as an employee in 1976 and moved

up the corporate ladder, holding several management positions until she became CEO in 2001. In 2005, Mulcahy was named by Fortune magazine as the second most powerful woman in business. Based on a lifetime of experience with Xerox, she knew that the company had powerful employees who were not motivated when she took over. Mulcahy believed that among other key businesses changes, motivating employees at Xerox was a key way to pull the company back from the brink of failure. One of her guiding principles was a belief that in order to achieve customer satisfaction, employees must be interested and motivated in their work. Mulcahy not only successfully saw the company through this difficult time but also was able to create a stronger and more focused company.

In 2009, Mulcahy became the chairman of Xerox's board of directors and passed the torch to Ursula Burns, who became the new CEO of Xerox. Burns became not only the first African American woman CEO to head a Standard & Poor's (S&P) company but also the first woman to succeed another woman as the head of an S&P 100 company. Burns is also a lifetime Xerox employee who has been with the company for over 30 years. She began as a graduate intern and was hired full time after graduation. Because of her tenure with Xerox, she has close relationships with many of the employees, which provides a level of comfort and teamwork. She describes Xerox as a nice family. She maintains that Mulcahy created a strong and successful business but encouraged individuals to speak their mind, to not worry about hurting one another's feelings, and to be more critical.

Burns explains that she learned early on in her career, from her mentors at Xerox, the importance of managing individuals in different ways and not intentionally intimidating people but rather relating to them and their individual perspectives. As CEO, she wants to encourage people to get things done, take risks, and not be afraid of those risks. She motivates her teams by letting them know what her intentions and priorities are. The correlation between a manager's leadership style and the productivity and motivation of employees is apparent at Xerox, where employees feel a sense of importance and a part of the process necessary to maintain a successful and profitable business. In 2010, Anne Mulcahy retired from her position on the board of directors to pursue new projects.

Questions:

- a. Xerox was able to motivate its employees in the crises of 2000. What are the techniques used by Xerox for employee motivation?
- b. How does an organization attract and keep individuals for such a long period of time?
- c. What are the challenges faced by the Mulchay as a CEO to motivate large number of workforce worldwide?

THE END

Examinations Management Office

Surkhet, Nepal

Final Examination-2078

Bachelor of Hotel Management (BHM) Semester - III

		Roll.No
Subject: Food Production and Patisserie III Full Marks: 100 Pass Marks: 50		Course Code: BHM 332 Time: 3: 00 Hours
SECTION A: MULTIPLE CHOICE QUESTIONS (1	\times 15 = 15 N	MARKS) / (TIME: 15 MINUTES)
Tick the best answers.		
1. KFC refers to		
a. Kwality Fried Chicken	c.	Kwality Food Cafe
b. Krunchy Fried Chicken	d.	Kentucky Fried Chicken
2. Thousand Island is a type of		
a. Dressing	c.	Sandwich
b. Simple salad	d.	Compound salad
3. From which one part of pork is ham obtained?		
a. Shoulder	c.	Fore leg
b. Hind Leg	d.	Belly
4. Which one of the followings is the example of Oily F	Fish?	
a. Cod	c.	Salmon
b. Sole	d.	Snapper
5. Which one of the followings is the major component	of Standard	Recipe?
a. Recipe Title	c.	Portion Size
b. Ingredients	d.	All of above
6. Canape refers to		
a. Bite size small open sandwich	c.	Appetizers
b. Sandwich	d.	Bread
7. Caviar is obtained from		
a. Salmon fish	c.	Lobster
b. Sturgeon fish	d.	Herrings
8 pastry is used for preparing Eclairs at	u Chocolat.	
a. Sweet	c.	Choux
b. Puff	d.	Phyllo
9. In French classical menu, the fish dishes are termed a	as	
a. Poussin	c.	Pesce
b. Poison	d.	Poisson
10. Frozen Poultry is stored in the temperature of		
a. 0 to -18 degree Celsius	c.	0 to 18 degree Celsius
b. 0 to -3 degree Celsius	d.	0 to 5 degree Celsius
11. Poussin chicken weights		
a. 200 – 300 gm	c.	400 – 500 gm

b. 300 - 400 gm

d. None of Above

12. Cent	tury egg is preserved for		
a.	1000 years	c.	100 days
b.	1000 days	d.	100 years
13. The	popular preparation 'little hearts' or dim sums (small bite	e siz	ed portioned food) is the creation of
a.	Eastern Cuisine	c.	Northern Cuisine
b.	Western Cuisine	d.	Southern Cuisine
14	is a term applied to all wild animals that are suitabl	e fo	r human consumption?
a.	Game	c.	Offal's
b.	Fowl	d.	Hunted animals
15	can be defined as dish in which ingredients are set w	ith t	he meat stock or consommé and
gelat	tin		
a.	Pate	c.	Terrine
b.	Aspic	d.	Galantine

Examinations Management Office

Surkhet, Nepal

Final Examination-2078

Bachelor of Hotel Management (BHM) Semester - III

Subject: Food Production and Patisserie III

Course Code: BHM 332
Full Marks: 100 Pass Marks: 50

Time: 3: 00 Hours

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 \times 5 = 40 MARKS) Answer any **EIGHT** questions: 1. Give the details on sandwich. What are the golden rules of preparing sandwiches? [1+4]2. Why is Chinese cuisine very popular worldwide? [5] 3. Enlist the functions of Garde Manager. [5] 4. Define appetizer. Explain its importance in meals. [1+4]5. What is dressing? Explain the very common dressing used in food. [1+4]6. Discuss the features of fast-food, with an example. [5] 7. Explain Poultry. Explain the cuts of chicken and their culinary uses. [1+4]8. Define charcuterie. Differentiate between Pate' & Terrine'. [3+2]

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

9. Describe cake. Write down the ingredients used in making cake with their roles.

Answer any **THREE** questions:

11. Explain, in detail, the Southern Cuisine of China. What are the ingredients used in Chinese cuisine? [5+5]

[1+4]

[1+4]

- 12. What is a Standard Recipe? Enlist the importance of Standard Recipe along with its format. [2+5+3]
- 13. Draw an Organizational Chart of Garde Manager. Write down the job description of a Chef Garde Manger along with duties and responsibilities.

[5+5]

- 14. Classify fish with examples. Enlist the different cuts of fish. [4+6]
- 15. Define salad with its components. Explain the Various types of salad. [2+3+5]

SECTION D: CASE STUDY (15 MARKS)

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

10. What is pastry? Explain the different types of pastries.

Vegetarian diners are an important and growing segment of the dining public. It is important that cooks and chefs who want to please their customers know something about the needs of vegetarian diners. Beyond the financial benefits of serving foods that appeal to the widest range of customers, chefs find other benefits as well. Vegetarians are often more knowledgeable and enthusiastic about their dining choices because they have thought more about them. Accomplished cooks often say that meeting the challenge of cooking for knowledgeable diners is one of the most satisfying aspects of their jobs and that vegetarian menus give them new opportunities for creativity. In addition to people who have a strong commitment to vegetarianism, many others eat meat on other occasions but choose vegetarian items simply because the choices are so appealing in a particular dining facility. Chefs who create satisfying, innovative choices for vegetarians often find that creating a good vegetarian menu selection is one of their best professional decisions.

The vegan diet is the most restrictive form of vegetarianism. Vegans eat plant products only. All animal products, including dairy products and eggs, are off limits. Even foods that might sound safe are off limits to the strictest vegans. Examples of such foods include honey, because it comes from bees, and cane sugar, which may be refined with the use of animal products. When preparing a vegetarian menu, the chef should keep in mind that a menu appropriate to a vegan diet has the broadest appeal because it can be eaten by all categories of vegetarians. Lacto-vegetarians eat dairy products in addition to plant products but will not eat other animal products. Ovo-vegetarians eat eggs in addition to plant products. Lacto-ovo-vegetarians eat dairy and egg products as well as plant products. Pesco-vegetarians eat fish and plant products but not meat or poultry. They may or may not eat dairy and egg products.

Vegetarian diets are more healthful particularly in preventing, treating or reversing heart disease and reducing the risk of cancer. A low-fat vegetarian diet is the single most effective way to stop the progression of coronary artery disease or prevent it entirely. They lost the weight without counting calories or carbs and without measuring portions or feeling hungry. "People who consume saturated, four-legged fat have a shorter life span and more disability at the end of their lives. Animal products clog your arteries, zap your energy, and slow down your immune system. When there isn't enough calcium in the bloodstream, our bodies will leach it from existing bone. The metabolic result is that our skeletons will become porous and lose strength over time. According to the US Food and Drug Administration (FDA), foods rich in protein such as meat, poultry, fish and seafood are frequently involved in food-borne illness outbreaks. Good nutrition generates more usable energy. Some people become vegetarians after realizing the devastation that the meat industry is having on the environment.

Questions:

	2		±	C	C	E .
b.	Discuss	some types	of vegetarian diets.			[5]

[5]

c. Is there any advantage of consuming vegetarian foods? Justify your answer. [5]

THE END

a. Why it is important for chefs to please the vegetarian guests?

Examinations Management Office

Surkhet, Nepal

Final Examination-2078

Bachelor of Hotel Management (BHM) Semester - III

Roll.No.....

Subject: Food and Beverage Service III	Course Code: BHM 333		
Full Marks: 100 Pass Marks: 50	Time: 3: 00 Hours		
SECTION A: MULTIPLE CHOICE QUESTIONS (1 \times 15 =	: 15 I	MARKS) / (TIME: 15 MINUTES)	
Tick the best answers.			
1. What is the minimum maturation time for whisky?			
a. 3 years	c.	1 year	
b. 4 years	d.	2 years	
2. Bourbon is			
a. Tennessee whiskey	c.	Irish whiskey	
b. Scotch whisky	d.	American whiskey	
3. Which one of the following vodkas is an American brand?			
a. Ruslan	c.	Cossack	
b. Smirnoff	d.	Vyborova	
4. Rum was first produced in the			
a. African country	c.	European country	
b. Balkan country	d.	Caribbean country	
5. Which one region of France is popular for Cognac?			
a. Avignon	c.	Charente	
b. Bordeaux	d.	Champagne	
6. Mescal is produced in a very similar way to			
a. Tequila	c.	Vodka	
b. Gin	d.	Brandy	
7 is a citrus liqueur			
a. Chartreuse	c.	Benedictine	
b. Curacao	d.	Kummel	
8. The indicator ** (two star) states that Cognac is matured for		••••	
a. 5-6 years	c.	1-3 years	
b. 6-8 years	d.	3-5 years	
9. Which one of the following cocktails is mixed by shaking?			
a. Mojito	c.	Tequila sunrise	
b. Alexander	d.	Moscow mule	
10. Bloody Marry is abase cocktail.			
a. Whisky	c.	Vodka	
b. Gin	d.	Rum	
11. When was 'Hotel Regulation and the Sale & Distribution of		-	
a. 2019 BS		2028 BS	
b. 2023 BS		2031 BS	
12. According to the calculation of proof, 20% alcohol by volum	ne is	equal toin American proof scale.	

	a. 20°	c.	40°
	b. 30°	d.	50°
13. In	whiskey making process, fermentation is done after		
	a. Malting	c.	Distillation
	b. Blending	d.	Mashing
14. Ru	sty nail is a/ancocktail.		
	a. Aperitifs	c.	Long drink
	b. Medium	d.	After dinner
15	is located just after the entrance before the dinir	ng h	all.
	a. American bar	c.	Pool bar
	b. Public bar	d.	Cocktail bar

Mid-West University **Examinations Management Office**

Surkhet, Nepal Final Examination-2078 Bachelor of Hotel Management (BHM) Semester - III

Subject: Food and Beverage Service III Course Code: BHM 333

Time: 3: 00 Hours Full Marks: 100 Pass Marks: 50

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 OUESTIONS (8 \times 5 = 40 MARKS)

Answer any **EIGHT** questions:

- 1. What are the procedures while storing wine?
- 2. Which are the five major districts of producing champagne?
- 3. Define whiskey with its types.
- 4. Define gin with its types.
- 5. "Vodka is a neutral Sprit". Justify
- 6. Define brandy with its types.
- 7. What are the different between Cognac and Armagnac?
- 8. Explain the manufacturing process of vodka.
- 9. Define mixed drink with its component.
- 10. What is the various alcoholic and non-alcoholic beverage tradition of Nepal?

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

Answer any **THREE** questions:

- 11. What are the planning consideration while establishing a bar?
- 12. What are the methods of making mixed drink?
- 13. What are the beverage rules of Nepal?
- 14. What are the different parts of standard bar in hotel?
- 15. Explain the manufacturing process of rum.

SECTION D: CASE STUDY (15 MARKS)

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

ALCOHOLIC BEVERAGE IN NEPAL

Nepal is known for its exotic and unrestricted combo of eating and drinking like no other cuisine in the earth with a misconception that is complex and devilishly hard to make. In modern times, the adverse effect of drinking is however acknowledged and people do discourage their children from indulging, except on ceremonial occasions when it becomes a necessity. There are some homemade alcoholic beverages produced in Nepal like Chyang, Jand, Tongba etc. The Local Raksi is the distillated and extracted from Jandwhile the 'Jand', 'Chhyang' and 'Tongba' are the non-distilled beverages with sweet and sour in taste. The local beverages have their limited scope only and they have not been popularized at international level. Mostly, in Nepal, alcoholic beverages are produced at home for the purpose of drinking during household gatherings and other functions, and also for selling in the market, only in the small F&B outlets.

Questions:

- a. What are the challenges of Nepalese alcoholic beverages in the market?
- b. What is your opinion regarding production, distribution and consumption of Nepalese alcoholic beverages?
- c. How do you think that Nepalese alcoholic beverages can be popularized in a international level?

THE END

Examinations Management Office

Surkhet, Nepal

Final Examination-2078

Bachelor of Hotel Management (BHM)

Semester - III

				Roll.No
Subjec	ct: Fror	nt Office Operation I		Course Code: BHM 334
Full M	Iarks: 1	100 Pass Marks: 50		Time: 3: 00 Hours
~-				
		N A: MULTIPLE CHOICE QUESTIONS (1 \times 15 =	= 15	MARKS) / (TIME: 15 MINUTES)
		answers.		
1.		is the father of Travel and Tourism?		D
	a.			Riviera
		Cox and Kings	d.	
2.		room sales divided by the number of rooms sold repre		
		Rack rate		Room occupancy percentage
		Average daily rate	d.	Daily report
3.		ich age was Transcontinental Connection completed .		
	a.	Automobile Age 1914	c.	Preindustrial Age 1840
	b.	Jet Aircraft Age 1903	d.	Railway Age 1869
4.	In wh	ich eradin travelers travell for pleasure and festivals?		
	a.	Early Travel Era		The Egyptians Era
_		The Persians Era	d.	1110 11011101110 =10
5.		h one of the following employees is responsible for ba		
		Night Auditor		General manager
		Front desk clerk	d.	Accountant
6.		where the word "'Motels" was invented?		_
		United Kingdom	c.	France
		America	d.	Australia
7.		is the Day-Evening shift of front office department?		
		12 pm to 8 pm	c.	ī ī
	b.	11pm to 7pm	d.	7am to 3pm
8.	What	is the checkout time for the guest staying under partia	l rat	e / Day Rate?
	a.	12 pm	C.	2 pm
	b.	9 Am	d.	7 pm
9.	Whic	h one hotel is determined as medium hotel on the e ba	sis o	f rooms?
	a.	100 to 199	c.	26 to 99
	b.	30 to 90	d.	25 to 89
10.	A Eu	ropean plan on the tariff is		
	a.	Room and breakfast	c.	Full boarding
	b.	Rooms only	d.	Half boarding
11.	A Gu	est folio is		
	a.	A guest bills	c.	A guest Resume
		A guest reports		A guest history

12.	Whic	h one of the followings is not a front office module of	of the t	ypical property management system?
	a.	Reservations management	c.	Rooms management
	b.	Food and beverage management	d.	Guest account management
13.	A gue	est who arrives at the hotel without a reservation is c	alled?	
	a.	A guaranteed reservation	c.	Walk in guest
	b.	A confirmed reservation	d.	A stay over
14.	A res	ervation system that provides speed reliability and ve	ersatili	ty is
	a.	A density chart system	c.	A centralized booking office
	b.	A computerized system	d.	A room status board system
15.	Yield	management is		
	a.	A demand forecasting technique used to maximize	room	revenue
	h	Δ night auditor task used to balance a guest accoun	ıt	

- b. A night auditor task used to balance a guest account
- c. A housekeeping system used to increase efficiency
- d. An accounting term used to determine optional ratios for use in management decisions

- e. Reservations management
- f. Food and beverage management
- g. Rooms management
- h. Guest account management
- 16. A guest who arrives at the hotel without a reservation are called?
 - e. A guaranteed reservation
 - f. A confirmed reservation
 - g. Walk in guest
 - h. A stay over
 - 17. A reservation system that provides speed reliability and versatility is?
 - e. A density chart system
 - f. A computerized system
 - g. A centralized booking office
 - h. A room status board system
 - 18. Yield management is?
 - e. A demand forecasting technique used to maximize room revenue
 - f. A night auditor task used to balance a guest account
 - g. A housekeeping system used to increase efficiency
 - h. An accounting term used to determine optional ratios for use in management decisions

1.

Examinations Management Office

Surkhet, Nepal

Final Examination-2078

Bachelor of Hotel Management (BHM) Semester - III

Subject: Front Office Operation I Course Code: BHM 334
Full Marks: 100 Pass Marks: 50 Time: 3: 00 Hours

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 \times 5 = 40 MARKS)

Answer any **EIGHT** questions:

1.	Give the	e introduction to	front office and different sections of front	t offices. [5]

- 2. What are the key control measures used in front office? Discuss. [5]
- 3. What are the different stages of Guest Cycle and related to front office functions? Explain. [5]
- 4. What are the different departmental relationships of front office? Explain. [5]
- 5. What are the sources of reservation and types of reservation? [5]
- 6. Discuss a night auditor? [5]
- 7. What are the different modes of reservation? Discuss. [5]

[5]

- 8. Discuss the cancellation and amendments of reservations.
- 9. Discuss the different ledger and folios used in front office. [5]
- 10. Write short notes on: [2.5+2.5]
 - a. Registration
 - b. Check-in FITs and Groups

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

Answer any **THREE** questions:

11. Discuss on Property Management System (PMS) - its applications and system interface.	[10]
------------------------------------------------------------------------------------------	------

12. Discuss the History and Evolution of Tourism and Hospitality Industry. [10]

- 13. Discuss the different departmental hierarchical levels of front office with their respective duties and responsibilities. [10]
- 14. What are the different categorizations of hotels? Explain [10]
- 15. What are the different types of room rates and meals plans practiced in a hotel industry? [10]

SECTION D: CASE STUDY (15 MARKS)

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

THE CUSTOMER IS NOT ALWAYS RIGHT BUT. The customer is always the customer and this means simply that solving the problem is often more important than who is right • If you can solve his /her problem without blaming yourself or others, you will reduce stress, everyone will feel better and you will be on your way to CUSTOMER SATISFACTION

A difficult customer is somebody who is a challenge to serve because of his/her personality, for example, he/she may be rude, impatient or talkative but a complaining customer is somebody whose needs and expectations have not

been met.

- DON'T Waste his/her time with conversation and he/she may not want you trying to sell him/her products and services. DO serve them quickly and politely.

1 a rude customer can be rude to everyone - he/she just is not feel comfortable being nice. - DO ignore his /her rudeness and don't take it personally - DON'T become rude and aggressive

- 2 A impatient customer is always in a hurry and it won't matter how quickly you serve him/her he/she will still be impatient
- 3 A talkative customer wants to talk and could spend all day doing it DO be friendly and attentive lead the conversation DON'T ignore him/her or give him/her all your attention.
- 4 A confused customer finds it difficult to make decisions and may take a long time to decide DO be helpful by making suggestions and asking questions DON'T rush him/her he/she could become flustered and embarrassed
- 5. THE COMMON REASONS FOR BEING DIFFICULT •Tired or frustrated Confused or overwhelmed •Defending his/her ego Unfamiliar with the situation Feel ignored under the influence of drink or drugs • •
- 6. The most common complaints... Wrong information •Poor service Accommodation unsatisfactory•Overcharged

Question:

a. What are the wags to handle the difficult guest? Explain

[15]

THE END

Examinations Management Office

Surkhet, Nepal

Final Examination-2078

Bachelor of Hotel Management (BHM) Semester - III

	Koll.No
Subject: Food Science and Nutrition	Course Code: BHM 335
Full Marks: 100 Pass Marks: 50	Time: 3: 00 Hours

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SECTION A: MULTIPLE CHOICE QUESTIONS $(1 \times 15 = 15 \text{ MARKS}) / (\text{TIME: } 15 \text{ MINUTES})$ Tick the **best** answers. 1. The mineral that we get from fish is_____. a. cobalt c. calcium b. iodine d. none of the above 2. Oligosaccharides are a. Fatty acids c. Building blocks d. Carbohydrate b. Amino acid 3. Cereals are food groups whose serving size per day is a. 80 g c. 25 g b. 40 g d. 30 g 4. Irradiation is the method of preservation which uses a. High heat and pressure c. Uv rays d. chemicals b. Gamma rays 5. Fat provides _____ times more energy than protein and carbohydrate a. 2.25 c. 1.5 b. 2 d. 3 is the protein found in milk. a. Plasma c. casein b. lactose d. Zein. 7. The size of yeast ranges from a. 0.5-1 cm c. 0.5-1 µm b. 5-10 µm d. 3mm 8. The monitoring of the Nepal Food Act enforcement is done by a. MoAD c. DFTQC b. CODEX d. GMP is essential for formation of hemoglobin in blood a. calcium c. cobalt b. iron d. starch 10. HACCP was developed by one of the following organizations a. CODEX c. US navy b. WHO d. NASA 11. Deficiency of zinc causes a. scurvy c. glossitis b. hypoguesia d. goiter

12. Vermicomposting uses to decompose waste.	
a. Red worms	c. pebbles
b. microbes	d. heat
13 helps maintain temperature in our body	
a. vitamin	c. water
b. rhoughage	d. amino acid
14. Over ripening is the spoilage caused due to the	
a. Activity of microorganisms	c. Chemical reactions
b. Activity of enzymes	d. Physical damage
15. Thermophiles grows at temperature	
a. 25-30°c	c. $>100^{\circ}$ c
b. >45°c	d. 66-70°c

Examinations Management Office

Surkhet, Nepal Final Examination-2078 Bachelor of Hotel Management (BHM) Semester - III

Subject: Food Science and Nutrition Course Code: BHM 335

Full Marks: 100 Pass Marks: 50 Time: 3: 00 Hours

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 OUESTIONS (8 \times 5 = 40 MARKS)

Answer any **EIGHT** questions:

- 1. List down the general functions of water
- 2. Discuss the types of protein on the basis of quality.
- 3. What are the various causes of food spoilage? Explain with examples.
- 4. What is ISO? What are the benefits of implementing ISO by an organization?
- 5. Classify minerals.
- 6. Compare the difference between saturated and unsaturated fatty acid.
- 7. Explain the industrial significance of micro-organism with examples.
- 8. Describe the sociological function of food.
- 9. Briefly describe the morphological characteristics and practical significance of yeast.
- 10. List down the general functions of fat soluble vitamins.

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

Answer any **THREE** questions:

- 11. Define food preservation. Describe the four commonly used methods of food preservation.
- 12. Define HACCP. Describe the seven principles of HACCP and their benefits .
- 13. What is intrinsic factor? Explain how these intrinsic factors affect the growth of microorganisms.
- 14. What is malnutrition? Give a brief account on PEM and its types, sign and symptoms and prevention.
- 15. List down the general properties of a good cleaning agent. Why is cleaning and personnel hygiene highly required in catering business.

SECTION D: CASE STUDY (15 MARKS)

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

An outbreak of food borne disease was reported from 36 attendees, who attended a wedding part at a catering service that have been serving the customers for more than a decade. On investigation and on site verification, Department of food technology and quality control reported presence of pathogen and high level of contamination in its premises, equipment's, utensils and raw ingredients in the store. Further enquiry report showed knowledge of personnel hygiene, cleaning and sanitation among the staff was inadequate.

Questions:

- a. State your understanding on the various sources of microbial contamination in the establishment.
- b. How can they prevent cross contamination from their catering establishment.
- c. Suggest the various measures that the catering business can adopt to prevent fine and punishment.