

**Specification of Competency Standards**  
**for the Chinese Catering Industry**  
**Unit of Competency**

1. Title	Analyze catering market and prepare menus
2. Code	CCZZSS303A
3. Level	3
4. Credit	3
5. Competency	<p style="text-align: right;"><u>Performance Requirements</u></p> <p>5.1 Understand the principles of matching dishes</p> <ul style="list-style-type: none"> <li>◆ Know how to match up dishes for standard menus</li> <li>◆ Understand the effects of matching dishes on sales and operation workflow</li> <li>◆ Understand the effects of matching dishes on image and dining atmosphere of Chinese restaurants</li> </ul> <p>5.2 Identify customer need and recommend dishes properly</p> <ul style="list-style-type: none"> <li>◆ Know about the trends and changes of catering habits in the market and make relevant adaption</li> <li>◆ Observe and determine customer expectations on the products of Chinese restaurants</li> </ul> <p>5.3 Put forward sales suggestions based on practical situation of Chinese restaurants</p> <ul style="list-style-type: none"> <li>◆ Master the coordination between products, inventory, time required for production, manpower, material resources, environment and tools in Chinese restaurants</li> <li>◆ Obtain data from customer feedbacks and conduct surveys and analyzes</li> <li>◆ Understand the effects of market “feasibility study” on the marketing of the theme of Chinese restaurants</li> <li>◆ Possess social skills, market senses and visions</li> </ul> <p>5.4 Prepare menus for different cuisine cultures</p> <ul style="list-style-type: none"> <li>◆ Know about Chinese cuisine cultures, various festivals, traditions and etc</li> <li>◆ Master the dishes of different Chinese cuisines</li> <li>◆ Know about cuisine cultures, traditions, preferences, taboos and dishes of various countries</li> <li>◆ Master the skills of preparing menus for different cuisine cultures</li> </ul>
6. Range	While working in Chinese restaurants or relevant workplaces, practitioners should prepare appropriate menus independently and put forward sales suggestions based on customer needs and market demands.
7. Assessment Criteria	The integrated outcome requirements of this unit of competency are: (i) the abilities to prepare menus independently for different cuisine cultures, traditional festivals, various Chinese and western etiquettes and celebrations; and (ii) the abilities to analyze customer feedbacks on the products of Chinese restaurants and put forward sales suggestions based on practical situation.
8. Remarks	This unit of competency is applicable to practitioners of the sales section and those engaged in management of the catering services in Chinese restaurants.