



تكلفة الطعام، هندسة القائمة والربحية: كيفية زيادة الأرباح في مجال المطاعم

Duration: 5 Days

Language: ar

Course Code: IND10 - 113

Objective

:By the end of this course, participants will be able to

- .Understand and apply core principles of food costing and cost control
- .Analyse menu performance using engineering tools and techniques
- .Develop pricing strategies that balance profitability and market competitiveness
- .Optimise purchasing, portion control, and waste reduction practices
- .Align menu design with customer preferences and organisational profitability goals

Audience

:This course is ideal for

- .Restaurant managers and owners
- .Executive chefs and kitchen managers
- .F&B directors and hospitality professionals
- .Cost controllers and accountants in hospitality
- .Entrepreneurs in food and catering businesses

Training Methodology

The course uses a blend of lectures, case studies, and practical exercises. Participants will calculate food costs, analyse sample menus, and develop strategies for profitability improvement. Group discussions and real-world scenarios will reinforce applied learning

Summary

This specialised training course provides hospitality and food service professionals with the knowledge and tools to master food costing, menu engineering, and profitability strategies. Participants will learn how to accurately calculate food costs, design profitable menus, and optimise operations to increase margins while maintaining customer satisfaction

The course combines financial analysis with practical culinary management, highlighting best practices in menu psychology, pricing strategies, and performance monitoring. By the end of the course, participants will have a complete toolkit for aligning kitchen efficiency with strategic business objectives

Course Content & Outline

Section 1: Fundamentals of Food Costing

- Key concepts: food cost percentage, gross profit, contribution margin
- Methods of calculating and controlling food costs
- Importance of portion control, waste management, and purchasing practices
- Tools for monitoring food costs in daily operations

Section 2: Introduction to Menu Engineering

- Defining menu engineering and its role in profitability
- Understanding the menu mix and contribution margin
- Categorising menu items: Stars, Plow Horses, Puzzles, and Dogs
- Case studies: menu engineering success stories

Section 3: Pricing Strategies for Profitability

- Approaches to menu pricing: cost-based, value-based, competition-based
- (Applying psychology of pricing and menu design (decoy pricing, anchoring
- Balancing affordability with profitability
- Evaluating seasonal and promotional pricing

Section 4: Operational Efficiency and Cost Control

- Linking kitchen operations to menu profitability
- Optimising supplier contracts and inventory management
- Reducing waste and maximising yield
- Using technology for real-time cost tracking

Section 5: Strategy Development and Performance Monitoring

- Aligning menu design with customer preferences and market trends
- Setting KPIs for food cost, sales mix, and profitability
- Monitoring results and adjusting strategies
- Case study analysis: redesigning a menu for improved profit margins

Certificate Description

Holistique Training عند إتمام هذه الدورة التدريبية بنجاح، سيحصل المشاركون على شهادة إتمام التدريب من (e-Certificate) وبالنسبة للذين يحضرون ويكملون الدورة التدريبية عبر الإنترنت، سيتم تزويدهم بشهادة إلكترونية من Holistique Training.

وخدمة اعتماد التطوير المهني (BAC) معتمدة من المجلس البريطاني للتقييم Holistique Training شهادات ISO 29993 أو ISO 21001 أو ISO 9001 كما أنها معتمدة وفق معايير (CPD) المستمر

لهذه الدورة من خلال شهادتنا، وستظهر هذه النقاط على شهادة إتمام (CPD) يتم منح نقاط التطوير المهني المستمر واحدة عن كل ساعة CPD يتم منح نقطة CPD ووفقاً لمعايير خدمة اعتماد Holistique Training التدريب من لأي دورة واحدة نقدمها حالياً CPD حضور في الدورة. ويمكن المطالبة بحد أقصى قدره 50 نقطة

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