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## Download Ebook Purchasing Selection And Procurement For The Hospitality Industry

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### EF4 - STEVENS AMIR

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The KITCHENPRO SERIES: GUIDE TO PURCHASING, 1st edition is the sixth text in the series. By combining real-life situations in food industry purchasing and adding in candid explanations of situations that have been encountered through many years in the food industry, Chef Thomas Schneller along with Brad Matthews have written a text specific to procurement in the food industry. Their vast knowledge of this field gained from years of experience make this text detailed not only in buying ingredients but also on the procurement of equipment as well as finding, identifying and assessing the proper vendor. The text will answer questions about establishing and maintaining vendor relationships, ethical considerations, and enables the buyer to make decisions accurately. Since the food industry is full of trends that change frequently, GUIDE TO PURCHASING will help the buyer to understand the importance of trends and how to make the right decision in ordering ingredients by writing product specifications for food service vendors. GUIDE TO PURCHASING is more than a reference tool and a guide for those in the field it but is written in an engaging style so that the reader will learn a variety of purchasing options and product specifications. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

How is it possible to sell a kitchen at 30 per cent below market price? Why are hot dogs cheaper in IKEA than in the supermarket? How can IKEA sell the Lack table at half the price it was when it was launched 35 years ago and how can it be achieved with a substantial profit? Strategic Sourcing and Category Management examines how IKEA - and other cost leading companies - use category management to create advantages with direct and indirect sourcing. With 25 years' experience from IKEA, where he had the

responsibility to develop and execute the company's purchasing strategy, author Magnus Carlsson shares his insights on important topics: when category management is profitable and why; how teams repeatedly create value and results; what the main approaches are in different categories; how a company implements category management; the difference between success and failure. In this new edition of Strategic Sourcing and Category Management, Magnus Carlsson has added new themes including examples and references from companies such as Maersk, Carlsberg, P&G and Aldi, illustrating the application of cost leadership that spans far beyond IKEA. Even in IKEA, the cost leadership lessons are not limited to home furnishings as the company is sourcing categories such as food, components, materials, transports and indirect materials, with a total purchasing spend of approx. €7 billion. However, maybe even more importantly, the book illustrates how teams create value by thinking differently and asking the right questions, allowing an understanding that goes beyond mere tools and processes.

Fully updated to keep pace with a rapidly changing technological environment The swift-moving technology revolution continues to transform the practices and procedures involved in purchasing for the hospitality industry, even as essential principles remain unchanged. Now, the cornerstone volume that set the standard for how hospitality purchasing is taught at universities, colleges, and culinary schools addresses the latest technological tools used in the industry today. As always, Purchasing: Selection and Procurement for the Hospitality Industry, Sixth Edition retains the exceptional coverage that has made it the classic in its field, with in-depth attention to ordering procedures, distribution systems, supplier channels, price and payment, storage and security, and specifications for food, furniture, fixtures, and equipment. Chapters on produce, dairy, eggs, poultry, fish, meat, beverages, and other

products are fully updated with the latest standards and trends. Purchasing is important reading for students in hospitality, restaurant management, and culinary arts programs. This easy-to-use guide is also an excellent resource for professionals in food service and lodging operations who conduct training courses on purchasing goods and hospitality services.

Roger Moser analyses the relationships between business priorities and PSM strategy and shows in detail how business strategies influence PSM. He develops a PSM strategy concept which enables supply managers to break down strategic priorities from a business strategy level to a PSM level and to define appropriate actions when dealing with suppliers, supply markets and internal customers.

This book was created in the spirit of learning from nature in the field of professional purchasing. It describes real-world purchasing problems faced by companies as well as individuals and presents natural hands-on solutions that apply scientific approaches. The book answers what the core of purchasing could be, the inner structure of it or in other words the natural way. Nature masters effectiveness based on immanent laws and ensures efficiency by best results for minimal invest. Especially in complex and ambiguous situations, purchasers benefit from this book by understanding the broader context with the help of recent scientific research. Focusing on the problems that purchasers face in managerial practice rather than oversimplified generalizations, the book features step-by-step explanations, allowing readers to find tailored solutions to address challenges in key purchasing areas. The book was written in collaboration and with the help of experts in purchasing and logistics, biology, law and economics, human resource development, media and sports, and merges perspectives from theory and practice to provide natural strategies for purchasers.

Endorsed by entrepreneur, businessman and star of *The Apprentice* Lord Sugar, this refreshingly powerful how to sell book gives a concise insight into the mind and expectations of the buyer, with key selling tips on meeting them, tendering, pitching, negotiating and impressing buyers. A must for business and corporation sales people wanting to win orders, and an appreciative read for buyers and the procurement community. The key learning points are also complimented with fun, memorable colour cartoons."

*Purchasing and Supply Chain Management*, 3rd Edition is a turnkey solution for providing current and thorough coverage for this critical area of the supply chain. This book is not only a text but a reference as well and is now established as one of the leading-edge strategy and purchasing books. Students gain contextual insights and knowledge into the strategies, processes, and practices of purchasing through use of the many cases and examples. Because of their relationships with executives and practitioners worldwide, the authors are able to present unique and up-to-date insights that lead to greater understanding of the purchasing process. *Purchasing and Supply Chain Management* provides a hands-on, applied approach that has been thoroughly tested with student audiences to ensure learning success.

*The Procurement and Supply Manager's Desk Reference* "Finally, a cohesive volume written for the worldwide profession of purchasing and supply chain management." —James D. Reeds, CPM, CF-PIM, CIRM, CPCM, President, Institute for Supply Management-Silicon Valley "Great resource. This work is educational, informative, and certainly, most practical." —Peter Sterlacci, Director, Professional Development, San Jose State University "Complete with useful information—the authors are extraordinary experts in the field of supply chain management." —Michael Geraghty, MBA, President, Geraghty International, and author of *Anybody Can Negotiate—Even You!* Destined to become every supply manager's essential desktop tool with in-depth, authoritative coverage of each topic Leaving no stone unturned in covering all aspects of the purchasing and sourcing function, *The Procurement and Supply Manager's Desk Reference* is filled with everything every supply manager needs to know about the key roles and responsibilities of a procurement manager. Filled with practical aids such as checklists and customizable forms, this essential book provides an easy-to-use road map for the supply manager in the new millennium. With an eye toward incorporating proactive strategies

and best practices, *The Procurement and Supply Manager's Desk Reference* offers detailed coverage and tips on: Procurement and Best Business Practices Sourcing Management How to select suppliers and measure performance The best way to leverage computer systems Providing value to the organization Identifying those strategies that will work best for your business for years to come

*Purchasing for Bottom Line Impact* shows how the supply function can be key to achieving Total Customer Satisfaction, improving supplier and internal relations, and meeting environmental concerns. It show how to: support strategic success by identifying and developing suppliers whose practices and strategies support the goals of your organization; expand and develop purchasing's strategic potential by implementing advances in automation that help eliminate time-consuming paperwork and increase efficiency. *The Bar and Beverage Book* explains how to manage the beverage option of a restaurant, bar, hotel, country club—any place that serves beverages to customers. It provides readers with the history of the beverage industry and appreciation of wine, beer, and spirits; information on equipping, staffing, managing, and marketing a bar; and the purchase and mixology of beverages. New topics in this edition include changes to regulations regarding the service of alcohol, updated sanitation guidelines, updates to labor laws and the employment of staff, and how to make your operation more profitable. New trends in spirits, wine, and beer are also covered.

*Purchasing: Selection and Procurement for the Hospitality Industry*, 9th Edition is a learning-centered text that includes several pedagogical enhancements to help students quickly acquire and retain important information. It is written for those who will be involved with some phase of purchasing throughout their hospitality careers. This text covers product information as well as management of the purchasing function, and how this relates to a successful operation. It also acts as a comprehensive reference guide to the selection and procurement functions within the hospitality industry. *Purchasing: Selection and Procurement for the Hospitality Industry* is the comprehensive and up-to-date hospitality purchasing text available today.

*Project Procurement: A Real-World Guide to Procurement Skills* provides insight into the procurement community across sectors and across the globe. Here, the author covers the most widely

used techniques and methods for supplier management, including supplier qualification and selection, supplier development, and supplier performance evaluation during different project stages—topics that have rarely been discussed in the procurement community, because they have traditionally been the area of expertise among financial experts. This book will take you through different types of contracts, their selection in particular scenarios, and illustrates them through real-life examples. Accessible and far-reaching in its grasp of various project procurement scenarios, this book is an indispensable reference for procurement professionals making a career in buying, from junior buyers up to the supply-chain heads of organizations.

Essential information from a manager's perspective—revised for today's industry Within any hospitality business, the purchasing function underlies every aspect of the operation. Even if they are not purchasing agents, hospitality managers must have a firm grasp of purchasing principles in order to run a successful operation. *Purchasing: Selection and Procurement for the Hospitality Industry*, Seventh Edition offers a revised and updated edition of the foundational resource for this crucial area. The Seventh Edition of this classic book features: In-depth coverage throughout of the latest purchasing technology applications The most current standards and trends in all areas of purchasing: food, furniture, fixtures, and equipment Discussions and interviews with industry executives on how purchasing affects their business A new full-color interior design filled with vibrant color photographs Questions, problems, experiential exercises, glossary, Web site links, and other practical features The Seventh Edition covers not only the latest purchasing techniques and practices, but also provides comprehensive coverage of the timeless principles of this essential topic. From the first steps of selection, to receiving, storing, and managing goods and services, *Purchasing*, Seventh Edition is essential reading for anyone starting or developing a career in hospitality management.

The purchasing and supply function has emerged from the shadows. As senior management executives around the world recognize the importance of each expenditure, and its subsequent impact on every level of their organization, purchasing and supply has become a major source of increased profits for today's corporations. Recognizing this, numerous well-established companies—including IBM, Weyerhaeuser, Bristol-Myers Squibb, and

others--have today established Chief Purchasing Officer (CPO) positions. For more than three decades, THE PURCHASING HANDBOOK has been a staple reference for purchasing and supply professionals around the world. Chapters written by over 100 top authorities provide in-depth, authoritative coverage of each topic, and allow professionals to make confident, informed decisions in virtually any area of purchasing and supply. This updated, expanded 6th Edition--with 20 new chapters--contains not only the basic information every manager needs to know but also the current information and research that every manager MUST know for procurement in the next century. A partial listing of topics covered includes: Globalization; Industry consolidation; Technological advancements; Supply chain synchronization; E-commerce and the Internet; Virtual value networks; Strategic versus tactical procurement; Supplier integration; Collaboration planning and execution; Supply strategy development; Ethics and responsibility; Supplier price and cost analysis; Purchasing and supply negotiations; Purchasing of raw materials and commodities; Marketplace intelligence; Re-engineering; Human resource management; Total cost of ownership; Inventory management; Legal aspects of purchasing; Investment recovery. The first decade of the 21st century promises to bring an explosion in the technologies, strategies, and nuts-and-bolts applications of purchasing and supply management. THE PURCHASING HANDBOOK, SIXTH EDITION takes an innovative look at these future trends and issues--while delivering today's most accurate, up-to-date purchasing and supply information and making existing principles easy to understand and apply. This combination of essential reference information and eye-opening research findings makes it unmatched as a professional resource--and essential for every purchasing manager's professional collection.

Winner! - CMI Management Book of the Year 2017 - Practical Manager category Master the art of negotiation and gain the competitive advantage Now revised and updated, the second edition of The Negotiation Book will teach you about one of the most important skills in business. We all have to negotiate at some point; whether in the office or at home and good negotiation skills can have a profound effect on our lives - both financially and personally. No other skill will give you a better chance of optimizing your success and your organization's success. Every time you negotiate, you are looking for an increased advantage. This book deliv-

ers it, whilst ensuring the other party also comes away feeling good about the deal. Nothing will put you in a stronger position to build capacity, build negotiation strategies and facilitate negotiations through to successful conclusions. The Negotiation Book: Explains the importance of planning, dynamics and strategies Will help you understand the psychology, tactics and behaviours of negotiation Teaches you how to conduct successful win-win negotiations Gives you the competitive advantage

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Purchasing is a function of growing interest and importance within most companies and organisations. We also live in a society where services are being produced and consumed as never before. This book aims to discuss the procurement of services in the context of the company as a whole, looking at both the integration of purchasing within the companies flow of activities and the system of supply chains which can affect the conditions for purchasing behaviour.

Because the U.S. Air Force spends over one-third of its budget on nonweapons purchased goods and services, such purchases are a prime target area in which to seek performance improvements and cost savings. Prompted by a need for improved performance from its supply base, the Air Force has become increasingly aware of the advantages of using market research, contract consolidation, supply base rationalization, and other leading purchasing and supply management (PSM) practices in its dealings with suppliers. To aid the Air Force in its PSM efforts, RAND examined how innovative commercial firms implement such practices in their purchases of goods and services. After a review of the academic and trade literature, the study team conducted a series of elite interviews using a structured questionnaire to gather primary data from "best in class" commercial firms. The key findings are that (1) innovative commercial firms are moving to a strategic, goal-oriented approach to PSM, (2) implementing new PSM practices can take a number of years and often requires significant, permanent change throughout the organization, and (3) the Air Force needs strategies to sustain continuity of support for serious PSM change

from one leadership team to the next.

How do international organizations procure goods, services and works to carry out their institutional mission? How does this procurement activity affect individuals? Does the procurement relationship between international organizations and private subjects bring an even distribution of rights and duties? Are international organizations accountable to private subjects and states when allocating their resources through procurement? The book explores the complex phenomenon of procurement by international organizations from the point of view of the relationship between international organizations and private subjects. It provides, for the first time, a systematization and conceptualization of the emerging rules and practices of procurement by international organizations. It also identifies the international political dynamics and interplay of interests underlying these rules and practices. In doing so, it shows how these dynamics shape the exercise of international public authority over private subjects, and the scope of private subjects' rights vis-à-vis international organizations.

SummaryThis book aims to provide a deeper insight into the life-cycle phases of a supplier in a company from a purchasing perspective.Beginning with the introduction and selection of suppliers, the author provides the reader with a framework of the most common steps and input criteria for the procurement process. He then goes on to explain best practices for selecting optimum suppliers, ensuring benchmarks meet a company's core purchasing strategy at all times, and provides a simple methodology for implementing said strategy.Once we start working with a new supplier, we need to evaluate their service rating. In this book, the reader will discover suggested criteria and methods for effectively evaluating suppliers. If, during the assessment phase, issues or opportunities for improvement are detected for a supplier, an appropriate development plan needs to be designed and implemented. To this end, the book focuses on various options for development in the areas of engineering, supply chain and purchasing with the aim of reducing costs.Finally, this book ends with an additional chapter on the subject of risk management in purchasing, spanning from the creation of a methodology for analysis, to a breakdown of the most common risk-analysis criteria, and a methodology for assessing results that facilitates the creation of an action plan that mitigates risk.

The Fourteenth Edition of Purchasing and Supply Management pro-

vides a comprehensive introduction to the purchasing and supply chain management field, supported by over 40 case studies. Cases cover purchasing and supply chain issues in a variety of settings, from process industries to high tech manufacturing and services as well as public institutions. The text focuses on decision making throughout the supply chain. Based on the conviction that supply managers, in concert with suppliers and distributors, have to contribute to organizational goals and strategies, this edition continues to focus on how to make that mission a reality.

The present work by Sascha Weber addresses procurement which deals with business partners beyond the boundaries of one's organization. Procurement refers to the function of purchasing goods and services from suppliers, whether raw material used to manufacture an organization's final products, maintenance and repair supplies, or capital goods such as machinery and buildings. Major decisions in procurement concern the selection of the right suppliers with whom to establish a business relationship, the design of purchasing contracts, and the selection of information technology used to support the procurement process. In recent years the progress in information technology not only provided opportunities to rationalize the existing way of organizing procurement, but also opened up new ways of conducting business as the emergence of virtual enterprises and electronic markets may indicate. The objective of Sascha Weber's research is to analyze and answer the question of how the use of information technology and expected progress influences procurement decisions of an organization. The analysis is conducted identifying important parameters which describe the relevant properties of information technology and supplier relationships. Information technology is distinguished firstly in terms of the task which is supported between information technology used to support the evaluation of potential suppliers and information technology for the support of the execution of a supplier relationship.

Hospitality professionals will find that this eighth edition balances purchasing activities with product and information from a management perspective. Each chapter has been revised so that the most current concepts available are presented along with even more in-depth coverage of hospitality purchasing. Numerous examples, questions, and exercises are included to reinforce new concepts. In order to reflect changes in the field, technology applications in the purchasing function are discussed throughout. New,

revised, and updated illustrations and photographs of concepts, companies, and products relating to the purchasing function have also been included to give hospitality professionals a better understanding of the field.

This book constitutes the refereed proceedings of the First International Conference on Technology Systems and Management, ICTSM 2011, held in Mumbai, India, in February 2011. The 47 revised full papers presented were carefully reviewed and selected from 276 submissions. The papers are organized in topical sections on computer engineering and information technology; electronics and telecommunication; as well as technology management.

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This edition of Managing Drug Supply provides a complete overview, as well as step-by-step approaches, on how to manage pharmaceutical systems effectively.

Framework agreements have arisen in response to the well documented and high costs of public procurement procedures. The agreements have significant potential to improve procedural efficiency in public procurement, but are complex to operate. Inadequate preparation and implementation can also frustrate their potential both to tackle waste, abuse and corruption and to enhance value for money. In this enlightening book, Gian Luigi Albano and Caroline Nicholas look at the key decisions required for designing and using framework agreements and address both legal and economic issues to give the reader a clear understanding of the planning, variables and flexibility needed for efficient implementation. This book will be of interest to policy makers, lawyers and public procurement practitioners who want to deepen their understanding of the legal and economic issues surrounding framework agreements.

This practical book presents a proven decision-making process to help IT and business managers select the off-the-shelf software product that best fits the needs of their organisation, whether in the commercial or public sector. Offering a structured approach to managing stakeholders, requirements and candidate IT vendors,

this practical 'how-to' guide will help deliver a rigorous, defensible decision within an aggressive timescale.

The approach used on a given spend item should largely depend on the balance between supply power and demand power. That is the logic behind the bestselling Purchasing Chessboard®, used by hundreds of corporations worldwide to reduce costs and increase value with suppliers. The 64 squares in the Purchasing Chessboard provide a rich reservoir of methods that can be applied either individually or combined. And because many of these methods are not customarily used by procurement, the Purchasing Chessboard is also the perfect tool for helping buyers to think and act outside the box and find new solutions. A well-proven concept that works across all industries and all categories in any given situation, it is little wonder that business leaders and procurement professionals alike are excited by, and enjoy strategizing around, the Purchasing Chessboard. This second edition of The Purchasing Chessboard addresses the new realities of a highly volatile economic environment and describes the many—sometimes surprising—ways in which the Purchasing Chessboard is being used in today's business world. Yet despite all of the great achievements of procurement executives and their teams, they do not always receive the recognition they deserve. In response, the authors have developed and outlined within the book an unequivocal approach to measure procurement's impact on a company's performance—Return on Supply Management Assets (ROSMA®).

PMBOK® Guide is the go-to resource for project management practitioners. The project management profession has significantly evolved due to emerging technology, new approaches and rapid market changes. Reflecting this evolution, The Standard for Project Management enumerates 12 principles of project management and the PMBOK® Guide – Seventh Edition is structured around eight project performance domains. This edition is designed to address practitioners' current and future needs and to help them be more proactive, innovative and nimble in enabling desired project outcomes. This edition of the PMBOK® Guide: •Reflects the full range of development approaches (predictive, adaptive, hybrid, etc.); •Provides an entire section devoted to tailoring the development approach and processes; •Includes an expanded list of models, methods, and artifacts; •Focuses on not just delivering project outputs but also enabling outcomes; and •Integrates with PMI standards+™ for information and standards ap-

plication content based on project type, development approach, and industry sector.

The updated edition of the classic text on selection and procurement for the Hospitality Industry has set the standard for how the principles and practice of purchasing have been taught at universities, colleges, and culinary schools. Now, in its Fifth Edition, this cornerstone volume has been revised to address the latest technological tools used in the industry today. The new lead author of this latest edition has maintained the exceptional coverage that has made this book an industry standard, giving in-depth attention to ordering procedures, distribution systems, supplier channels, price and payment, storage and security, and specifications for food and nonfood items such as furniture, fixtures, and equipment. In addition, every chapter has been supplemented with technology applications to help readers become savvy with industry programs. This book also features a companion Web site that connects readers to professional purchasing sites in order to develop real-world skills. Chapters on produce, dairy, eggs, poultry, fish, meat, beverages, and other products have been updated to include current trends. Purchasing is important reading for students in hospitality, restaurant management, or culinary arts programs and is an easy-to-use guide for professionals working in foodservice or lodging operations who conduct training courses on purchasing goods and hospitality services.

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"A core credential topic of the NRAEF certificate program"--Cover. This is a step-by-step manual of public procurement for government officials, researchers, and students.

Principles of Food, Beverage, and Labor Cost Controls, Eighth Edition is the essential text for understanding the ins and outs of controlling food, labor, and beverage costs. It comes accompanied by ProMgmt Student Workbook, which allows students to obtain a certificate from the National Restaurant Association Educational Foundation. Includes a diskette which contains Excel spreadsheet applications. Special features include: Accompanied by a diskette which contains Excel spreadsheet applications 40% of chapters contain revised materials Full supplements package

MODERN FOOD SERVICE PURCHASING is designed specifically to provide culinary arts professionals with current, in-depth coverage of the essential concepts of purchasing, storeroom operations, and financial stewardship. This comprehensive resource brings together under one cover the four fundamentals of contemporary food service purchasing: Market and distribution systems. Storeroom operations. Cost controls. Product information. Delivering a chef-focused overview of financial management and the formulas used to control a successful business, Modern Food Service Purchasing explains in detail how to set up a successful storeroom operation while providing chefs and buyers with a comprehensive reference that will deliver value for years to come. Extensive color photography, useful charts and forms, and a comprehensive glossary of key terms round out the coverage. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

When buying goods or services on behalf of a public authority, pro-

curement officers must translate the buyer's needs into tender documents that are clear, lawful, and well-designed. This book is a guide that helps them in this task. Rich in practical examples, it is written for procurement practitioners at all levels of government - from the local to the international - including drafters of calls for tenders, controllers, tender evaluators, managers who authorize public expenditure, risk managers and auditors, as well as for students of public procurement law and public administration. The questions addressed in the book are, among others: How do I design a procurement process that is simple, fair, and inviting? How do I choose appropriate selection criteria? How do I draw up a realistic price schedule? How do I weight my award criteria so that I get best value for money? The guide integrates rules and lessons from the EU Public Procurement Directive of 2014 and procurement case-law of the European Court of Justice. Its fundamental recommendations on how to improve the economic efficiency of procurement design, however, apply in any national system. [Subject: EU Law, Public Procurement Law]

This introductory textbook provides a thorough guide to the management of food and beverage outlets, from their day-to-day running through to the wider concerns of the hospitality industry. It explores the broad range of subject areas that encompass the food and beverage market and its five main sectors - fast food and popular catering, hotels and quality restaurants and functional, industrial, and welfare catering. New to this edition are case studies covering the latest industry developments, and coverage of contemporary environmental concerns, such as sourcing, sustainability and responsible farming. It is illustrated in full colour and contains end-of-chapter summaries and revision questions to test your knowledge as you progress. Written by authors with many years of industry practice and teaching experience, this book is the ideal guide to the subject for hospitality students and industry practitioners alike.