

## Hotelier Tanji

## Table of Contents

Chapter-1: Food \& Beverage Service

| 1 | Waiter Training Manual | 2-16 |
| :---: | :---: | :---: |
| 2 | How to Take Guest Orders in Restaurant | 16-17 |
| 3 | How a Waiter Should Carry Tray in Restaurant | 18- |
| 4 | How to Present Menu to Guests in Restaurant |  |
| 5 | How to Present Bill to Guests |  |
| 6 | How to Seat Guests in Restaurants |  |
| 7 | 35 Must Follow Guidelines for F \& B Staffs | 4 |
| 8 | Must Follow Food \& Beverage Service Rules | 24-25 |
| 9 | Food \& Beverage Service Training for Waiter | 25-2 |
| 10 | How to Take Food Order in Restaurant | - |
| 11 | How to Serve Tea or Coffee in Restaur ${ }^{\text {at }}$ | 9-30 |
| 12 | How to Provide Expert Suggestions on ine | 30-32 |
| 13 | Pre-Service Checklist of F \& B Ou | 32-34 |
| 14 | How to Serve Champagne | 34-35 |
| 15 | Settling Credit Card Payment | 36-37 |
| 16 | How to Handle "Wrong ${ }^{\prime}$ | 37-39 |
| 17 | How to Serve Beer frg C C Bottle | 39-40 |
| 18 | Service Prepar con fo estan t | 40-42 |
| 19 | Real Life Courtes binmgrown ers | 42-44 |
| 20 | Personalized vica inins for Vaiters | 44-45 |
| 21 | How to G?M 4 \& Beve or Mrnowledge | 45-46 |
| 22 | How to Sem rent evage Items | 46-47 |
| 23 | Tor ${ }^{\text {a }}$ len Service ulus for F \& B | 47-48 |
| 24 | R ( $\mathrm{c}^{\text {ce Pro eo re in Hotel }}$ | 48-50 |
| 25 | Hu ctle $\mathrm{H}^{\circ}$ ¢ a ill in Restaurant | 50-51 |
| 2 | Groommg \& ${ }^{\text {chene Guideline for Servers }}$ | 51-52 |
| 27 | vs for $S_{u}$ sful Room service in Hotel | 52-53 |
| 28 | Mope Shrorm of a Waiter | 53 |
| 29 | Sus rective Selling \& Upselling in Hotel \& Restaurant | 53-54 |
| 30 | S ixdard Buffet Service Procedure | 54-55 |
| $3$ | Enective Suggestive Selling \& Up Selling Tips for Hotel \& Restaurant | 55-56 |
|  | Restaurant Cover Set Up Procedure | 56-57 |
| 33 | Ultimate Guide to French Food \& Beverage Service Style | 57-61 |




| 1 | How to Maintain Interaction with Guest | 202-20 |
| :---: | :---: | :---: |
| 2 | Code of Conduct for Hoteliers |  |
| 3 | 11 Must Follow Golden Rules for Hoteliers |  |
| 4 | Interpersonal Skills of a Good Hotelier |  |
| 5 | 7 Questions You Should Not Ask Your Guests |  |
| 6 | Points to Remember while Referring Problems to Superior |  |
| 7 | Medical Emergency: When Guest Becor |  |
| 8 | Working as a Team in Hotel \& Restaur | 12213 |
| 9 | Must Follow Etiquette Tips for Hoteliel | -215 |
| 10 | 25 Rules for All Hoteliers | 15-216 |
| 11 | How to Handle Sexual Offer | 216-217 |
| 12 | How to Stand in Hotel or Restau | 217-218 |
| 13 | Knowledge of Courtesy for | 218-219 |
| 14 | Major Hotel Brands | 219-221 |
| 15 | Classification of Hotel | 221-223 |
| 16 | Etiquettes and Ma of a me H | 223-228 |
| 17 | Public Areas in $Y$ | 228-231 |
| 18 | Transpo Servi | 231-233 |
| 19 | Must Folle uru st oor for Hotel Staffs Situatie | 233-236 |
| 20 | Commol actioes in in itality Sector | 236-242 |
| 21 |  | 242-244 |
|  | y to frudlorin sency Situations | 244-246 |
|  | N o Assis | 246-249 |
|  | dif ent Ty of Catering Operations | 249-252 |
|  | ty Do cople Travel? | 252-254 |
| 6 | Cond 1) tel - A Commercial \& Residential Property | 254-257 |
|  | $\square$ nued Stay Hotels - Ultimate Choice for Long Term <br> 1 velers | 257-261 |
|  | Oselling in Restaurant | 261-262 |
|  | nglish for Hotel | 263-279) |
| 1 | How to Improve Your English to be a Good Hotelier | 264-265 |
| 2 | Useful English Expressions for Bell Person | 265-266 |


| $\mathbf{3}$ | Useful English Expressions for Front Office Staffs | $267-269$ |
| :---: | :--- | :---: |
| $\mathbf{4}$ | Basic English for Non English Speaking Hotel Staffs | $269-274$ |
| $\mathbf{5}$ | Common Conversational English in Hotel \& Restaurant | $274-276$ |
| $\mathbf{6}$ | Useful Expressions Used for Reservation | 276 |
| $\mathbf{7}$ | Polite Expressions Used in Hotel Industry | $277-279$ |
| $\mathbf{8}$ | How to Greet \& Introduce with Guests | $278-7$ |

Chapter-5: Housekeeping

| 1 | Turndown Service Procedure |  |
| :---: | :---: | :---: |
| 2 | How to Enter a Guest Room | 283-2 |
| 3 | What is Maid's Cart Used in Hotel | 5- |
| 4 | Hotel Guest Supplies | - |
| 5 | Valet Laundry Service in Hotel \& Rese | 1-294 |
| 6 | Hotel Cleaning Equipment Used by Hou keepin | 294-300 |
| 7 | Hotel Linen Room of Housekeepi | 300-302 |
| 8 | Housekeeping Control Desk | 302-305 |
| 9 | Par Stock of Hotel Linen \& Unıro | 305-307 |
| 10 | Hotel Room Inventory | 307-309 |
| 11 | Typical Hotel G ${ }^{\text {nest }}$ | 309-311 |
| 12 |  | 311-313 |
| 13 | How to Clean \& In t Guest minn | 313-315 |


| 1 | ce er | 317-320 |
| :---: | :---: | :---: |
|  | $\mathrm{Wr}^{\text {r }}$ ning | 320-322 |
|  | ousekeep; | 322-324 |
|  | 9m.Stat | 324-325 |
| 5 | 130 CO mivg an | 325-330 |
| 6 | Frott fíce Ter | 330-337 |
| 7 | B Eerminolog | 337-339 |
| Chapte <br> Career Advice $(340-362)$ |  |  |
| 1 | 20 Exclusive Tip | 341-342 |
| 2 | Working in Hot | 342-343 |


|  | Students |  |
| :---: | :--- | :--- |
| $\mathbf{3}$ | Women in the Hotel Industry | $343-344$ |
| $\mathbf{4}$ | Job Hunting Tips for Hotel \& Restaurant | $344-345$ |
| $\mathbf{5}$ | How to Get Job in Hotel | $345-34$ |
| $\mathbf{6}$ | Career in Hotel Industry | 3 |
| $\mathbf{7}$ | How Hospitality Students Get Jobs in Hotel Industry |  |
| $\mathbf{8}$ | Job Sectors for Hospitality Students \& Hoteliers |  |
| $\mathbf{9}$ | How to Earn Job Promotion in Hotel \& Restaurant |  |
| $\mathbf{1 0}$ | Maintaining Professional Relationship in Hosp <br> Industry | $\mathbf{5 a}$ |

## Chapter-8: Handling Guest Complaint



## Chapter-9: F \& B Pi

(378-388)

| 1 | y to Pruveme in Kitchen | 379 |
| :---: | :---: | :---: |
| 2 | S $\quad$ nal Hys $\quad$ c, $\ddagger$ uideline for Food Workers | 380 |
|  | af | 381-382 |
|  | Safe raming for Kitchen Staffs | 382-384 |
|  | Job F S onsibilities of Kitchen Staffs | 384-385 |
|  | H R to Prepare Cappuccino \& Espresso Coffee | 385-386 |
|  | d. que Positions in Postsecondary Foodservices | 386-388 |
|  | Safety \& Security | (389-404) |
| 1 | Safety Procedures in a Hotel - Ultimate Guide | 390-395 |
| 2 | Basic First Aid Procedure in Hotel | 395-398 |


| $\mathbf{3}$ | Guideline for Servers for Safe Food Handling | $398-399$ |
| :---: | :--- | :---: |
| $\mathbf{4}$ | How to Handle Guest Accident in Hotel | 399 |
| $\mathbf{5}$ | Hotel Safety Box Handling Procedures | $400-401$ |
| $\mathbf{6}$ | How to Prevent Accident in Hotel \& Restaurant | $401-404$ |

Chapter-10: Hygiene \& Sanitation

| $\mathbf{1}$ | Personal Grooming Tips for Hoteliers |
| :--- | :--- |
| $\mathbf{2}$ | Grooming \& Hygiene Guideline for Servers |

Chapter-11: Dialogue
(418-421)
Chapter-12: HR in Hotel
(422-446)

| $\mathbf{1}$ | Why Q An Hospitality Management Degree is <br> Important | $423-424$ |
| :---: | :--- | :--- |
| $\mathbf{2}$ | Cooking Schools | $424-426$ |
| $\mathbf{3}$ | Courses | $426-428$ |
| $\mathbf{4}$ | How to Become Chef | $428-430$ |
| $\mathbf{5}$ | How to Get Online Hospitality Degree | $430-432$ |
| $\mathbf{6}$ | Top Hotel Management Schools in USA | $432-433$ |
| $\mathbf{7}$ | Catering Programs: How to Throw a Great Party | $433-435$ |


| $\mathbf{8}$ | Pastry Arts Degree Programs: Bake it Till you Make it! | $435-437$ |
| :---: | :--- | :--- |
| $\mathbf{9}$ | Hospitality Management Degrees \& Career Paths | $437-440$ |
| $\mathbf{1 0}$ | Culinary Arts Degree Programs and Careers | $440-4!$ |
| $\mathbf{1 1}$ | Why Do You Need a Degree to be an Event Planner | 44 |
| $\mathbf{1 2}$ | Travel and Tourism Degree Programs and Careers | 4 |

Chapter-13: Hospitality Industry

| $\mathbf{1}$ | Tourism \& Hospitality Industry at a Gl? |
| :--- | :--- | :--- | :--- |
| $\mathbf{2}$ | Overview of Hospitality Industry |

( $(460-462)$
Chapter-14: Bonus Tutorials


## Waiter Training Manual

## Who is Server or Waitstaff

The staffs or the employees who work in the restaurant or hotel assigned ery food and beverage to the guests are known as waitstaff, waiting staff, wait server. Besides serving meal some waiters are also assigned operational activity of production department to smoothen the However, waitstaffs are responsible for performing the foll fur

- Welcome the guest cordially.
- Bring a dining familiarity.
- Taking orders carefully as requested.
- Serve the meal as requested.
- Clear the table after having meal.
- Setting the table after guest departure


## 1 Preparation before Guest Arrives

Every server is basically assigned his/her duties. Moreover $t$ yait responsibilities that are inclu in vor, do to directly associated with guest services) or "mise en pla " into aror example opening (dining room preparation, menu study) clos, 1 g dutie hand over the duty).
 before guest ay ar ensure smon guest services which are as follows:

### 1.1 Statio

tin room. Gene Dy, ivexperienced and senior servers are assigned to sought-after th prticular ree area or table to perform
guest services which are as follows: arger statinn wereas the new waiters are assigned to smaller and less popular

Each st. should occupy a seating arrangement for 12 or more guests at tables, boot $s$, counters. Though it is very difficult to manage equal distribution of the di. room for station but it is considered as the standard procedure in every hotel.

To maintain the efficiency of hotel service, the F \& B servers sometimes have to perform service on a rotational basis.

Station assignment is processed according to the total number of tables in the room and number of tables which are assigned to the servers to enc roper order has given to right party.

### 1.2 Reservations

Table reservation is very important concept in restaurants. $G$ ts $g$ n com whin prior reservation in large restaurants to conf heir Th $\mathrm{u}^{\mathrm{h}}$ the reservation list, the waiters will be able to kn the se dule of station assignment and possible number of guests on a par

Table reservation (book a table in advance) is generally execut rhandled by one member of the restaurant staff, a receptioni. phone number, or credit card nur in iding an Snocial requests (for example: server-of-choice, table-of-choico hirgair, thday cake etc.) through Computerized reservation sy
Before guest arrival, hes uld confirm the reservation over the telephone prior to the rvation the guests with reservation should be seated instantly af arn Eve so ne small and fine-dining restaurants also require reserva in re guest sato remain for the evening.


Pro ng the d 9 g table before guest arrival is one of the prime duties of estal. Its taffs. A well organized and presentable dining table increase the eye appeal on he restaurants as well as works as a tool to makes the guest as repetitive client. To prepare the dining table or to set the table, a server has to acconen sir the following steps:

First ensure that your station is appropriate and workable to set up for service.

- Set up a number of tables that are enough to occupy both probable numbers of guests with and without reservation.

For example: you can simply make a pocket with the napkin for silverware or you also can create a flower fold and use it in formal occasion. It was just an examk Numerous tasteful and elegant designs and uses are available to fold the napki Such as:

- Large laundered
- Starched
- Ironed napkins etc.

However it is very important to balance the number $0^{f(1)}$ kip each tion in dining room. Always try to fold extra napkin that arrbe use ash ©

### 1.3.3 Preparing the Sidestand

A sidestand is an essential part of the restaurnt, positioned ne $\mathbb{D}$ he service area or dining room to store service items. Basically vorks as ast geand service unit.

A waitstaff always should be capable items that are required by the gu stocked sidestand. Therefore, the of tor maintain its cleanliness, appearance and to ensure p cer cock of side $\boldsymbol{c}^{2}$ d. Basically sidestand are stored with serviceware, sy plies and arnishes. The number and nature of service items that are arm re usually based on the size and form of the restaurant. Ho ye most orn estaurants sidestand are stored with the following items:

| Clear | Tip wallets or trays |
| :--- | :--- |
| Ord | Cxtra pencils |


|  | Service Ware |
| :--- | :--- |
| Jasses | Silver |
| Seafood forks | Iced tea spoons |

Beverage and beverage items

| Coffee warmers with fresh <br> coffee | Carafes |
| :--- | :--- |
| Lemon squeezers | Water pitchers |
| Jugs | Straws |
| Drink coasters |  |


| Condiments |  |
| :--- | :--- |
| Salt | Steak sauce |
| Mustard | Pepper |
| Ketchup | Horseradish in |


| Garnishes |  |
| :--- | :--- |
| Lemon wedges | Tortilla ch |
| Coffee cream | Pres |
| Fortune cookies | Inll |
|  |  |
|  |  |
| Dinner menus |  |
| Children's menus |  |

### 1.4 Know your Men

Menu is the pr of food one oferage that are offered by the restanants. There are sev pe of mer is hich are as follows:

- À la carte menu
- Table d'hote menu.
- Prix-Fixe menu
- Fixed menu

Differen taurants could have different styles of menu. For example, printed on the r rac aper, printed on the placemat or attested on the wall above the counter.

## Types of Hotel Room

Each Hotelier especially staffs from Front Office and Housekeeping department should understand Hotel Room Types. It is very necessary for a Front Desk Ag Front Office Personnel or a Housekeeper to have clear concept about hote type. Sometimes guest may not understand these terms. At that time fro agent should make him or her understand all these terms in simple lay

1. Adjacent Rooms: These are more than single room, each other, may be divided by a wall, will be called
2. Adjoining Rooms: 2 rooms with a same comm door. This may be suitable for group tour or family
3. Connecting Room: As the name suggests, 2 rooms each ther with one common connecting door inside so that quests can move forb each other. In this type of rooms there are individual o loor to enter arately. This is suitable for family with children as the mon don move from one to another. Connecting rooms sometim as co minnicating room.
4. Double Room: A room for 1 or 2 ith one torbe or two single beds. In America, double rooms are
5. Double-double Room: A ont with 2 dours beds or a queen bed to accommodate 1 or m e pe
6. Family Room: A perie roo co now te a whole family. This could be a double-double, trill ${ }^{-1}$ or suite oun. As this is especially for family so if there is a child, th Chit cot ol zed will be provided.
7. Junior Suite: on ith a be sotting or living area. This is also called as Mini Suite
8. King Ro oom with stize bed to accommodate one or more guests.
9. Quad F A om for 4 ersons with 2 or more beds inside.
10. Qu , row a queen size bed to accommodate one or more n .
Sin Room: A 0 m with one bed for 1 person. There may be more than 1 oed.
Studio Room A single or double room with a studio bed, a bed that could be convene, to couch in daytime. In a studio room there may be an additional bed
11. S*i, Room: A parlor or living room with one or more bedrooms connected - heach other.

Triple Room: A room to accommodate 3 or more person with two or more beds
15. Twin Room: A room with two beds to accommodate one or more person.

- Message he left to deliver
- Name of the Guest, caller calls
- Guest's room number
- Callers telephone number, etc


## Good \& Bad Practices:

| Bad Practice | Good Practice |
| :---: | :---: |
| Just start a conversation with only "Hello" or "Department Name" or "Hotel's Name" | Start with greeting and $\dagger$ fo procedure beginning. |
| Avoid taking responsibility in the way like "I am not working in HR department". | If you are no need then tra per person. |
| Requesting to hold down as because you don't find you pen or pad. | You sh Id always keep of Pen, pad or pen: |
| Being silent while talking for a long time. | $\begin{aligned} & \mathrm{M} \\ & \text { "O somes like "Hmm", } \\ & \hline \end{aligned}$ |
| Use plain languages. | You are ot", "I do understand", |
| Taking wrong or incomplete | ay dy attention while talking $\mathrm{rag}_{8}$ and then repeat and be sure have taken proper message. |
| Don't take follow up | While transferring any call or message be careful to take follow ups. |
| Give persona ife motion | You can't share guest information or room number to any unknown person. You should only transfer a call or take message on behalf of him. |

## Answer. 9 Telephone in Hotel \& RestaurantDOs \& DON'Ts

Telep always plays a significant role in hospitality industry. People from all roun the world call for making booking or asking information or transferring -d sage to the guest or for various other purposes. If you are an hotelier then you may have to answer telephone calls. This happens mostly with front desk staffs.

