



MACHAKOS UNIVERSITY

University Examinations 2017/2018

SCHOOL OF HOSPITALITY AND TOURISM MANAGEMENT

DEPARTMENT OF HOSPITALITY MANAGEMENT

SECOND YEAR FIRST SEMESTER EXAMINATION FOR BACHELOR OF SCIENCE

HOSPITALITY AND TOURISM MANAGEMENT

HTM 207: WINE AND BAR KNOWLEDGE

DATE: 13/12/2017

TIME: 2:00 – 4:00 PM

INSTRUCTIONS

This paper consists of section A and B.

SECTION A - 30 Marks: Question one is compulsory

SECTION B – 40 Marks: Answer any two questions. Each question is worth 20 marks

SECTION A: COMPULSORY (30 MARKS)

1. a) Describe each of the following beverages (5 marks)
 - i. Brandy
 - ii. Spirits
 - iii. Beer
 - iv. Squash
 - v. Distillation
- b) State two responsibilities of each of the following bar personnel (4 marks)
 - i. Bar manager
 - ii. Bar waiter
- c) Describe atleast three types of speciality teas (3 marks)
- d) Outline four ways to service Gin (4 marks)
- e) Differentiate between scotch and Irish whisky. (4 marks)
- f) State five merits of canned beer. (5 marks)
- g) Explain five causes of weak coffee (5 marks)

SECTION B: (40 MARKS). ANSWER ANY TWO QUESTIONS FROM THIS SECTION

2. a) Identify three selling tools you would use to promote sales in your bar and explain how each can be used for promotion (6 marks)
 b) Discuss seven factors influencing the quality of wines (14 marks)

3. a) Name and describe **six** types of bars (12 marks)
 b) Describe **four** basic methods of making cocktails (8 marks)

4. a) Explain **four** types of restricted licences for sale of alcohol (10 marks)
 b) Discuss **five** benefits of beverages. Give relevant examples (10 marks)

5. a) Describe **four** types of wine and drink lists that may be presented to customers (8 marks)
 b) You are a bar manager and you notice a drastic loss of revenue in your operation. Discuss **six** common types of barman theft you may suspect and precautions you would take to control these. (12 marks)