

Chapter 2

CAREER OPPORTUNITIES

TOPICS

- **2.1 Foodservice Careers**
- **2.2 Career Skills Needed for a Successful Career**
- **2.3 Staying Educated and Involved**

SKILLS

- Making the Most of a Mentor
- **Exploring Entry Level Jobs and Applications** **Bonus Essential Skill included in this manual*
- **Exploring Networking Events Online** **Bonus Essential Skill included in this manual*

RECIPES

- **Potato Hash with Bell Peppers and Onions** **Bonus recipe included in this manual*
- **Chocolate Chip Cookies** **Bonus recipe included in this manual*

Part 1: SKILLS

Essential Skills: Exploring Entry Level Jobs and Applications

(Bonus skill included in this manual; related to Section 2.1)

You will need

- **Time:** 2 hours **Instructor note:** This activity could, and probably should, be spread out over several class periods.
- **Skills:** Job search, compare and contrast, résumé and cover letter development, interview questions
- **Materials:** Laptop, internet connectivity

Steps

1. Choose a job role: Review the job descriptions for front-of-the-house, back-of-the-house, and restaurant support positions provided in Section 2.1 of your textbook. Select one entry-level position that interests you and list it here: [Answers will vary.](#)

2. Research the position.

a. Describe the following items for the position you have chosen:

Primary responsibilities: [Answers will vary.](#)

Required skills: [Answers will vary.](#)

Typical work environment: [Answers will vary.](#)

b. Go online and find at least three local restaurants or foodservice businesses that are currently hiring for the position you have selected.

Restaurant 1: [Answers will vary.](#)

Restaurant 2: [Answers will vary.](#)

Restaurant 3: [Answers will vary.](#)

c. Look for differences among the three businesses regarding the job descriptions or requirements. Consider factors such as salary, benefits, work schedule, and company culture. Describe the differences here:

[Answers will vary.](#)

3. Prepare your résumé and cover letter.

- a. *If you have a résumé:* Review your résumé to see how it matches up with the job descriptions you found. What updates do you need to make to it? Does it highlight relevant skills and experiences? (What skills and experiences can you add to it, even if they are not directly related to the foodservice industry? Examples include volunteer work, school clubs, and school classes you have taken.) Describe the changes you want to make to your résumé here:

Answers will vary.

- b. *If you do not have a résumé:* Describe your plan for creating a résumé, such as the timeline for completing it, resources and examples that you will model it after, and the main skills and experiences that you want to highlight. Consider how you want to organize it (for example, skills-based or chronologically):

Answers will vary but may include: I will find samples online; I will review examples from classmates, friends, or family. I will create one next week; I want to highlight my math club awards, my volunteer work at the local food pantry, etc. I will organize it in a timeline from most recent to oldest.

- c. In the space provided, write a rough draft of a cover letter to one of the businesses you selected in Step 2b. Address it to the specific hiring manager (if known). Explain why you are interested in the position and how your skills and experience make you a qualified candidate.

Answers will vary but it should resemble a sincere letter to the extent possible.

4. Prepare for common interview questions.

Go online and find some career resources that provide typical interview questions. List three common interview questions that you found. Partner with a classmate and practice interviewing each other for a few minutes. As you do so, work on developing responses that showcase your skills and enthusiasm for one of the positions you identified earlier. Include information about your strengths, career goals, and why you want to work for that specific company.

Interview question 1: Questions will vary.

Interview question 2: Questions will vary.

Interview question 3: Questions will vary.

Reflection

What did you learn about entry-level positions in the restaurant and foodservice industry?

Answers will vary.

What are your strengths and weaknesses as a job candidate?

Answers will vary.

What are your long-term career goals in the foodservice industry (or related fields)?

Answers will vary.

Essential Skills: Exploring Networking Events Online

(Bonus Essential Skill included in this manual; related to Section 2.3)

You will need

- **Time:** 30-45 minutes
- **Skills:** Investigating real-world networking opportunities in the restaurant and foodservice industry
- **Materials:** Laptop/tablet, internet connectivity, note-taking materials

Steps

1. **Search for online networking events:** Use search terms such as, “restaurant industry networking events,” “foodservice trade shows online,” or “culinary professional conferences.” Look for events happening soon or that have detailed information available online. Explore a variety of options such as career fairs, trade shows, association meetings, or webinars.
2. **Choose an event:** Select one networking event that interests you and that you can research thoroughly. List it here, with a few identifying details such as the title and the date it’s scheduled to take place:

[Answers will vary.](#)

3. **Gather information:** Visit the event website (or find other online information about the event) and summarize the following details:

- **Type of event:** Is it a career fair, trade show, conference, webinar, or something else?

[Answers will vary.](#)

- **Target industry:** What specific part of the restaurant industry is this event for? (e.g., fine dining, catering, fast casual, food retail, hospitality, etc.)

[Answers will vary.](#)

- **Target attendees:** Who is the intended audience for this event? (e.g., chefs, restaurant owners, managers, suppliers, students, etc.)

[Answers will vary.](#)

- **Companies/businesses present:** Which companies or businesses are likely to be present? (e.g., major restaurant chains, food suppliers, equipment vendors, etc.)

[Answers will vary.](#)

- **Event format:** How will the event be structured? (e.g., presentations, workshops, virtual booths, networking sessions)

[Answers will vary.](#)

- **Event goals:** What are the organizers hoping to achieve with this event? (e.g., facilitate hiring, promote new products, provide education, etc.)

[Answers will vary.](#)

4. **Discuss:** Answer the Reflection questions, and be prepared to discuss them in class.

Reflection

Why did you choose to research the event that you identified? What interested you about it?

Answers will vary.

What did you learn about the restaurant and foodservice industry through your research about the available networking events?

Answers will vary.

What are some ways that attending an event like this could benefit a professional in the restaurant and foodservice industry?

Answers will vary.

Part 2: ACTIVITIES

Math Activity

In this activity, you will do some calculations to compare wages and costs. First, complete the Math activity (Increasing Your Income) in the Chapter Activities section of your textbook.

Then, using the hourly wages you calculated for each position in the textbook Math activity, follow the steps below to determine the total labor cost per hour for a restaurant that has the following staff:

1 Dishwasher

2 Prep Cooks (Intermediate Position 1)

2 Line Cooks (Intermediate Position 2)

1 Sous Chef

Steps

1. Calculate the hourly labor cost for each position: Multiply the hourly wage that you calculated in the textbook for the Math activity by the number of employees in that position. For example, the hourly labor cost for the dishwasher would be $\$12.50 \times 1 = \12.50 .

2. Calculate the total hourly labor cost: Add up the hourly labor costs for all positions.

3. Analyze the results: Consider how the different wages that you calculated contribute to the overall labor cost. Which positions have the greatest impact on the total cost?

Two line cooks making \$20.88 per hour. \$41.76 total per hour for both line cooks to be working.

Instructor note: Introduce students to the National Restaurant Association Show. Details can be found here: <https://www.nationalrestaurantshow.com/Home/>. Divide students into small groups, assigning each group one of the categories listed in Step 1.

Research Activity

1. Your instructor will divide you into groups and your group will be assigned one of these categories related to the National Restaurant Association Show: Restaurants and Food Brands, Food and Beverage Suppliers, Kitchen Equipment and Technology Companies, Marketing and Business Services, or Emerging Trends (e.g., plant-based, sustainability, automation). Note your group’s category here:

Answers will vary.

2. With your group, conduct online research related to your assigned category, as follows:
 - Visit the National Restaurant Association Show website or other trusted sources to explore the list of exhibitors.
 - Identify at least five businesses or organizations in your assigned category, and list them in the table below. Next, work with your group to complete the rest of the table. Determine what type of business it is, the type of product or service they offer, and their role in the restaurant industry.

Business Name	Type of Business	Type of Product/Service Offered	Role in the Restaurant Industry
1. Answers will vary. Example: Impossible Foods	Answers will vary. Example: Food Supplier	Answers will vary. Example: Plant-based meat alternatives	Answers will vary. Example: Innovations in menus
2. Answers will vary. Example: Toast	Answers will vary. Example: Technology Company	Answers will vary. Example: Point-of-sales (POS) system	Answers will vary. Example: Operational efficiency
3.			
4.			
5.			

3. As a group, identify one or two patterns or trends that you noticed within their category:
 Answers will vary but might include: an increasing focus on sustainability; an emphasis on automation.
4. On your own, based on what you discovered in your research, design a hypothetical foodservice business inspired by the trends you noticed. Briefly describe it here, including how you think it would fit into the foodservice industry and what role it might play at the National Restaurant Association Show.

Instructor note: You may wish to call on students and ask them to share and describe the fictional business they “created” for this step.)

Answers will vary.

Part 3: RECIPES

Potato Hash with Bell Peppers and Onions

You will need

- **Time:** 45 minutes
- **Skills:** Organization, reading a recipe, safety, sanitation, knife skills, plating, seasoning

Check each item off as you collect it.

Equipment

- | | |
|---|---|
| <input type="checkbox"/> Measuring spoons | <input type="checkbox"/> 12-14-inch non-stick skillet |
| <input type="checkbox"/> Chef's knife | <input type="checkbox"/> Pan lid |
| <input type="checkbox"/> Peeler | <input type="checkbox"/> Wooden spoon |
| <input type="checkbox"/> Cutting board | <input type="checkbox"/> Plate |
| <input type="checkbox"/> Cheese grater | |

Ingredients

Yield: 4 side dishes

- | | |
|---|--|
| <input type="checkbox"/> 1 Tbsp. Olive oil | <input type="checkbox"/> ½ Red bell pepper, small dice |
| <input type="checkbox"/> ½ Tbsp. Butter | <input type="checkbox"/> 1 tsp. Fresh parsley, fine chop |
| <input type="checkbox"/> 2 Large (or 3 medium) potatoes, peeled and cut into ½-inch cubes | <input type="checkbox"/> 2 Garlic cloves, minced |
| <input type="checkbox"/> ½ Medium onion, small dice | <input type="checkbox"/> Salt and pepper to taste |
| | <input type="checkbox"/> 3 Tbsp. Parmesan cheese, freshly grated |

Mise en Place

- Peel and cube potatoes.
- While the potatoes are cooking, dice the onion and bell pepper.
- While the potatoes, onion, and bell pepper are cooking, chop parsley and mince garlic.

Steps

1. Preheat the oil and butter in the nonstick skillet over medium heat. Add potatoes, toss to coat with oil, and place a lid on the skillet. Allow the potatoes to cook covered for 10 minutes.
2. Remove the lid and increase the heat to medium high. Add onion and bell pepper. Cook for 15 minutes, stirring occasionally, until the potatoes and vegetables turn golden brown.
3. Add the parsley and garlic; cook for 2 minutes. Season with salt and pepper. Sprinkle with cheese and serve immediately.

Potato Hash with Bell Peppers and Onions Questions

Tasting notes

Answers will vary.

Did anything surprise you while preparing this item?

Answers will vary.

What would you change if you prepared this item again?

Answers will vary.

Why is it important to cut the potatoes, onions, and red bell peppers to consistent sizes?

Cutting the potatoes, onions, and bell peppers to consistent sizes helps them cook at the same rate.

Produce cut to inconsistent sizes will either burn or still be raw.

Chocolate Chip Cookies

You will need

- **Time:** 30-45 minutes
- **Skills:** Measuring techniques, time management, portioning

Check each item off as you collect it.

Equipment

- | | |
|--|--|
| <input type="checkbox"/> Scale | <input type="checkbox"/> Large bowl |
| <input type="checkbox"/> Dry measuring cups | <input type="checkbox"/> Wooden spoon |
| <input type="checkbox"/> Measuring spoons | <input type="checkbox"/> #20 portioning scoop |
| <input type="checkbox"/> Chef's knife | <input type="checkbox"/> Cookie sheet or 1/2 sheet pan |
| <input type="checkbox"/> Cutting board | <input type="checkbox"/> Parchment paper |
| <input type="checkbox"/> Electric hand mixer or stand mixer with a paddle attachment | |

Ingredients

Yield: 1 dozen cookies

- | | |
|---|--|
| <input type="checkbox"/> 1/2 cup Butter, softened | <input type="checkbox"/> 1 tsp. water, hot |
| <input type="checkbox"/> 1/2 cup White sugar | <input type="checkbox"/> 1/4 tsp. Salt |
| <input type="checkbox"/> 1/2 cup Brown sugar | <input type="checkbox"/> 1 cup Semisweet chocolate chips |
| <input type="checkbox"/> 1 Large egg | <input type="checkbox"/> 1 1/2 cups All-purpose flour |
| <input type="checkbox"/> 1 tsp. Vanilla extract | <input type="checkbox"/> 1/2 cup Walnuts, chopped (optional) |
| <input type="checkbox"/> 1/2 tsp. Baking soda | |

Mise en Place

- Measure out ingredients.
- Preheat oven.
- Line baking sheet with parchment paper.

Steps

1. Preheat the oven to 350°F (180°C). Line baking sheet with parchment paper.
2. In the bowl of a stand mixer fitted with a paddle attachment, or using an electric hand mixer with a large bowl, cream together the butter, white sugar, and brown sugar until smooth, 2 minutes.
3. Beat in the egg; then stir in the vanilla.
4. Dissolve baking soda in hot water. Add to batter along with salt. Stir in flour, chocolate chips, and walnuts.
5. Drop onto parchment-lined baking sheets using a #20 scoop, about 2 inches apart.
6. Bake for about 10-12 minutes, or until edges are nicely browned, rotating the tray half way through baking.

Chocolate Chip Cookies Questions

Tasting notes

Answers will vary.

Did anything surprise you while preparing this item?

Answers will vary.

What would you change if you prepared this item again?

Answers will vary.

Why do you think walnuts are listed as an optional ingredient?

Student responses may vary but may include: They are a common allergen; excluding the walnuts will save money on the final cost.
