## Contents

To the Student iv

**Chapter 1** Managing Revenue and Expense 1

**Chapter 2** Creating Sales Forecasts 17

**Chapter 3** Purchasing and Receiving 32

**Chapter 4** Managing Inventory and Production 57

**Chapter 5** Monitoring Food and Beverage Product Costs 78

**Chapter 6** Managing Food and Beverage Pricing 106

**Chapter 7** Managing the Cost of Labor 127

**Chapter 8** Controlling Other Expenses 157

**Chapter 9** Analyzing Results Using the Income Statement 173

**Chapter 10** Planning for Profit 199

**Chapter 11** Maintaining and Improving the Revenue Control System 226