

Banquet Menu

Objectives :-

1. To be get familiar with the menus of banquets.
2. To understand the names & categories used in making menu as per courses.
3. To understand the same with the menu examples.
4. To understand the banquet sales kit.

The Banquet Sales coordinator with the Chef to prepare a choice of two table d'hôte menus or give suggestions for a buffet. This makes it convenient for the customer who is always looking for suggestions, and the chef who plan meals keeping in mind factors such as availability of raw material, cost and preparation times. Atypical table d'hôte menu would includes:

- **APPETISER**
- **SOUP**
- **ENTRÉE**
- **VEGETABLE**
- **SWEET DISH**
- **COFFEE**

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Sample banquet Table d'hôte menu

Mushroom with Tomato & asparagus salsa

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Creme of Broccoli

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Grilled salmon bois bourdon

Grilled mediterranean Vegetable Salad

Minted Cous Cous

Rolls and Butter

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Mandarin Gauteau with Apricot coulis

**

Coffee

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Sample Banquet Indian Table d'hôte Menu

Tandoori Chicken Tikka

Tandoori Paneer Tikka

**

Mulligatwany Soup

With wild rice garnish

**

Kadai Chicken

Mutton do piazza

Mixed Veg Jhalfrezi

AlooDum

Dal

**

Shahi Tukda

**

South Indian Coffee

Sample Banquet buffet Luncheon Menu

Appetizers

Terrine of grilled Salmon

Stuffed Tomatoes

Shrimp Salad

Soup

Consomme Florentine

Salad Buffet

Grilled and Marinated vegetables Landmark Caesar Salad

Curried Rice Salad with Pineapple

Farfalle with tomatoes, basil & ham

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Spicy beef salad with sesame seeds

Main course in Silver Chaffing Dishes

Fillet of brille with herb crust, spinach and new potatoes Ragout of chicken and button
mush rooms

Pearl onions and red wine sauce

Lentil and potato scented with turmeric and cumin

Desserts

Seasonal fruit tranche

Individual sherry trifle

Frangipane tart

Sample Banquet Dinner Buffet Menu

Cold Buffet

Scottish Salmon

Herrings and prawn Roll

Smoked trout fillets

Supreme of Chicken Jardinière

Honey glazed ham with asparagus

Salads

Flaked salmon with fine beans and lettuce

Pasta with pesto dressing

Artichoke and marinated peppers

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Chef's green salad with vinaigrette dressing

Hot Buffets

Oriental beef with water chestnuts and cashew

Seafood fricassee

Corn fed chicken with red wine sauce

Roast Lamb with mint sauce

Desserts

Summer pudding with Drambuie cream

Seasonal fruits

Baked apple and sultana cheese cake

Filtered coffee

BANQUET SALES KIT The sales coordinator is responsible to prepare a sales kit to show to potential customers. The sales coordinator is required to connect with the target segment by making active calls. If the banquet policy is to aim at the local business community for business related functions like meeting, seminar, training programs, etc, the sales coordinator will visit this segment and vigorously sell the function facilities. Customers like to see some physical evidence behind the words of the sales coordinator. This physical evidence is banquet sales kit. This kit is an attractive folder comprising of the following

- A personal letter from the banquet manager inviting the customer to the facility
- A list of function rooms with their dimensions and capacity. For example the Rose room can seat 350 persons in theatre style or classroom style.
- A list of functions with reference list of customers who have used facility in the past.

- Reference letters from past customers
- Plans of function rooms
- List of audio visual equipment's. This list should also include equipment provided from suppliers
- Accommodation facilities and special rates if any.
- List of special services like flower arrangement, deejay photographer etc.
- Traffic Maps leading to the banquet hall including parking areas
- Coloured brochure of the property.
- Choice of two table d'hôte menus or menu selection.

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These sales kits are attractively designed by the marketing department to ensure the getup and visuals create an impact on the customer who has yet not seen the property. The sales coordinator would invite the customer on a site visit. The sales coordinator must personally escort the customer on the tour.

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References :-

1. **Food and Beverage Service-** 2nd Edition in Oxford Higher Education by [R. Singaravelavan](#).
2. **Food and Beverage Service-** A Training Manual by [Sudhir Andrews](#).
3. **Food and Beverage Service-** 9th edition by [Dennis Lilicrap](#).
4. www.ihmnotessite.net
5. www.slideshare.net

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**Thank
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