

*Bar to
Boardroom*
OUR ROADMAP

OUR YUMMY COLLECTION

2ND EDITION 2022

Foreword

Induction

Probation

: Competence

Role Model

Management

Leadership

Ownership

INDUCTION

1.1 [Company Induction](#)

1.2 [Contract Completion](#)

1.3 [Health & Safety](#)

1.4 [Food Safety](#)

[**CLICK HERE**](#)

1.5 [Customer Service](#)

1.6 [Fire Safety](#)

[CLICK HERE](#)

1.7. [Food Allergies & Dietary Requirements](#)



PROBATION

2.1 Three-month probation

2.2 Table Service

2.3 Wine Basics

2.4 Site Audits

2.5 Till Training

2.6 Manual Handling

2.7 Coffee Skills



2.10 Perfect Serve & Bar skills

2.11 Customer Service In The Hospitality Sector

2.12 Booking & Reservation System

COMPETENCE

3.1 Advance wine Training

3.2 Disability Awareness

3.3 Drugs Awareness

.4 Equality & Diversity

3.5 Raising Orders, Receiving & Checking Deliveries

3.6 Communication Skills

3.7 Advanced Customer Services

3.8 HACCP - (Hazard Analysis Critical Control Point)

3.9 Basic Cellar & Product Knowledge

3.10 Upselling

3.11 Food Menu Knowledge & Basic Kitchen Knowledge

3.12 Conflict Management

3.13 Opening and Closing Procedure and Cashing up

3.14 Alternate Site Placement

3.15 Individual Customer Feedback & Reviews

3.16 Yummy Cocktail Master Class

3.17 Shadow Day in the Kitchen

ROLE MODEL

4.1 Characteristics of a Role Model

4.2 Visual Merchandising

4.3 Exceeding Customer Expectations

4.4 Cask Marque Bar Excellence

4.5 Cask Marque Cellar Management

4.6 Cellar Management Branded External Workshop

4.7 Being Energy Efficient

4.8 Maintaining Pub Equipment

4.9 Emergency First Aid Awareness

4.10 Time Management

4.11 Coaching & Career Development Planning

4.12 Shadow Day – Sales & Marketing Office

4.13 Shadow 3 days in the Kitchen

4.14 Presentation at a Management Team Meeting on your own site, drive sales & improve KPIs

4.15 Staged Fire Evacuation – Night-time

4.17 Assessment

MANAGEMENT

5.1 Introduction to Management

5.2 Managing & Motivating the Team

5.3 Completing a Risk Assessment

[**CLICK HERE**](#)

5.4 Train the Trainer

5.5 WSET- (Wine & Spirit Education Trust) –Foundation Level 1 Award in Wines

[**CLICK HERE**](#)

5.6 Creating the Rota.

5.7 Staff Appraisal Skills

5.8 Interview Skills

5.9 Breakfasts

5.10 Emergency First Aid at Work

5.11 Level 2 Award for Personal Licence Holders (APLH)

5.12 Conflict Management and Communication Skills

5.13 End of Week Due Diligence & Banking

Details		
Contract Security	Forecast:	0.00
	Actual:	0.00
	Other:	0.00

Weekly & Salaried Staff	3,581.02
Hourly Paid Staff	2,394.70
Employers NI	349.75

5.14 Myers Briggs Type Indicator (MBTI) Psychometric Test & Workshop

5.15 Brewery Tour

5.16 Observed Training Delivery

5.17 Weekly Management Meeting

5.18 Management Assessment

LEADERSHIP

Director Sign Off:

6.1 Stock Management

6.2 Leadership Skills & Managing a High Performing Team

6.3 Money Laundering Awareness

6.4 Bribery Act Awareness

6.5 Advanced Till Reporting and Analysis

6.6 Award in Underage Sales Prevention (AUASP)

6.7 Organise and Deliver a Full Staff Meeting & Training Session

6.8 Understanding Basic Finance

6.9 Event Planning & Briefing the Team

6.10 Coaching and Career Development Planning

6.11 Shadow Two Days with a Yummy Pub Company Director

6.12 One Week Management Holiday Cover

6.13 Plan, Organise and Deliver a One Day Revenue Driving Event

[CLICK HERE](#)

6.15 [Recruitment](#)

6.16 Succession Planning & Coaching

6.17 Complaints & Resolutions

6.18 Review the Quality of Customer Service



6.19 Monitor & Manage Maintenance in a Venue

6.20 [Manage Statutory Procedures – Fire, H&S, Food Hygiene](#)

[CLICK HERE](#)

6.21 End of Stage Assessment

OWNERSHIP

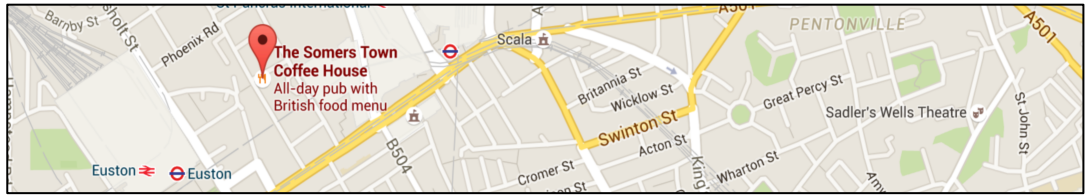
7.1 [Complete the pre-Entry Awareness Training Module](#)

7.2 [Financial Planning and Budgets](#)

Consolidated		Jan 15 Actual	Jan 14 Actual	Var Act vs Lst Yr	Jan 15 Budget	Var Act vs Bud
Sales						
Wet	£ 161.3k	£ 117.0k	£ 44.3k	-	£ 161.3k	
Dry	£ 124.6k	£ 86.6k	£ 38.0k	-	£ 124.6k	
Accommodation	-	£ 0.8k	(£ 0.8k)	-	-	
Other	£ 0.1k	£ 1.1k	(£ 0.9k)	-	£ 0.1k	
Total Sales	£ 286.0k	£ 205.4k	£ 80.6k	-	£ 286.0k	
CoS						
Wet	£ 61.1k	£ 50.0k	(£ 11.1k)	-	(£ 61.1k)	
Dry	£ 44.0k	£ 31.9k	(£ 12.0k)	-	(£ 44.0k)	
Accommodation	-	-	-	-	-	
Other	£ 0.4k	£ 1.0k	£ 0.6k	-	(£ 0.4k)	
Total CoS	£ 105.5k	£ 83.0k	(£ 22.5k)	-	(£ 105.5k)	
Gross Margin	£ 180.5k	£ 122.4k	£ 58.1k	-	£ 180.5k	
<i>GM% Wet</i>	62.1 %	57.3 %	4.9 %	-	62.1 %	

7.4 Negotiation Skills

7.5 Identify Market Opportunities and Market Research



7.6: Licensing, Compliance & Checklist Items

7.7 Design & Implement Food Safety Management Systems

7.8 Plan & Design Retail areas and BOH Food Production/Storage Areas

7.10: Managing the performance and development of the team

7.11 Manage the Payroll of the Business

		MON - 06 Jun	TUE - 07 Jun	WED - 08 Jun	THU - 09 Jun	FRI - 10 Jun	SAT - 11 Jun	SUN - 12 Jun						
Column Width: <input type="text"/> Time Resolution: 1 min <input type="text"/> 60 min Colour K... Refre... Full Scre...														
Employee*	Job*	13:00	14:00	15:00	16:00	17:00	18:00	19:00	20:00	21:00	22:00	23:00	0:00	1:00
	Bar Staff <i>Front of House</i>					17:00 - 00:00 (Hours: 7) Worked Hours: 7.00 @ £ 6.70								
	Kitchen Assistant <i>Back of House</i>													
	Bar Staff <i>Front of House</i>						18:00 - 02:30 (Hours: 6.5) Worked Hours: 8.50 @ £ 6.70							
	Bar Supervisor <i>Front of House</i>				15:00 - 19:00 (Hours: 4) Worked Hours: 4.00 @ £ 7.50			20:00 - 00:00 (Hours: 4) Worked Hours: 4.00 @ £ 7.50						
	Bar Staff													

7.12: Understanding & Managing Stakeholder Relations

7.13: Managing Payment Systems and Bank Management

7.14: Creating a Business Plan

7.15: Presenting the Business Plan

re and deliver a full business plan pitch to Yummy Directors and potential investors (Max 20 minutes)

Be prepared for Q&A from attendees after the presentation.

Director Sign Off:

