



**Australian Government**

# **SITHFAB017 Provide advice on food and beverage matching**

**Release: 1**

# SITHFAB017 Provide advice on food and beverage matching

## Modification History

Not applicable.

## Application

This unit describes the performance outcomes, skills and knowledge required to evaluate a range of beverages and their compatibility with different food items and cuisines, provide advice to customers on their selection, and continuously extend personal product knowledge to enhance customer service. Beverages can include wine, beer, spirits and liqueurs.

The unit applies to hospitality organisations that serve food and beverage, including hotels, restaurants, wineries, fine food outlets and clubs. Advice on food and beverage matching might also be provided by wholesalers to hospitality outlets and by retail liquor outlets to retail customers.

The unit applies to frontline sales and operational personnel who operate with some level of independence and under limited supervision to provide advice to others about the matching of beverages to food items and cuisines. This includes beverage sales consultants, bar specialists, sommeliers, and other senior bar and food and beverage attendants.

The sale and service of alcohol is subject to the provisions of Responsible Service of Alcohol (RSA) law in each state and territory of Australia. Skills and knowledge for compliance with this law are covered by the prerequisite unit SITHFAB002 Provide responsible service of alcohol.

## Pre-requisite Unit

SITHFAB002 Provide responsible service of alcohol

## Competency Field

Food and Beverage

## Unit Sector

Hospitality

## Elements and Performance Criteria

### ELEMENTS

Elements describe the essential outcomes.

1. Evaluate foods and beverages.

### PERFORMANCE CRITERIA

Performance criteria describe the performance needed to demonstrate achievement of the element.

1.1. Assess the compatibility of both Australian and

- imported wines with various food items and cuisines.
- 1.2. Assess the compatibility of beers, spirits and liqueurs with various food items and cuisines.
  - 1.3. Determine the ways in which different methods of cooking affect food compatibility with different beverages.
  - 1.4. Evaluate the ways in which food features affect interactions with different beverages.
  - 1.5. Determine the ways in which beverage production techniques affect beverage compatibility with different foods.
2. Provide advice on food and beverage compatibility.
    - 2.1. Provide informed opinions and ideas to support the selection of compatible food and beverage items.
    - 2.2. Exchange and discuss options, ideas and information in a manner that builds positive rapport with customers and colleagues.
    - 2.3. Provide tailored food and beverage matching advice that is appropriate to the specific need.
    - 2.4. Take account of business considerations when providing advice.
    - 2.5. Adapt and adjust advice appropriately to meet particular organisational requirements.
  3. Extend and update own knowledge of food and beverage compatibility.
    - 3.1. Conduct research to access information on current and emerging food and beverage service trends and customer preferences.
    - 3.2. Identify customer taste trends based on customer contact and workplace interaction.
    - 3.3. Provide informed input about food and beverage matching to support organisational activities.

## Foundation Skills

Foundation skills essential to performance in this unit, but not explicit in the performance criteria are listed here, along with a brief context statement.

| SKILLS              | DESCRIPTION                                                                                                                                               |
|---------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------|
| Reading skills to:  | <ul style="list-style-type: none"> <li>comprehend detailed product information, promotional material and reviews about cuisines and beverages.</li> </ul> |
| Writing skills to:  | <ul style="list-style-type: none"> <li>summarise notes, and record information in basic documents, information sheets and files.</li> </ul>               |
| Oral communications | <ul style="list-style-type: none"> <li>interact effectively with diverse customers to:</li> </ul>                                                         |

- skills to:
- listen to customer preferences
  - discuss and debate different ideas and opinions using language appropriate to customers' knowledge
  - provide advice about food and beverage matching.
- Learning skills to:
- review own knowledge of food and beverage compatibility and participate in activities that continuously update it.
- Problem-solving skills to:
- adjust advice to take account of any customer budget constraints.
- Teamwork skills to:
- share current knowledge and new information with colleagues.
- Self-management skills to:
- take responsibility for sourcing and updating current and emerging product information.

## Unit Mapping Information

SITHFAB310 Provide advice on food and beverage matching

## Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=68c40a93-e51d-4e0f-bc06-899dff092694>

# Assessment Requirements for SITHFAB017 Provide advice on food and beverage matching

## Modification History

Not applicable.

## Performance Evidence

Evidence of the ability to complete tasks outlined in elements and performance criteria of this unit in the context of the job role, and:

- discuss the characteristics of each of the major food types listed in the knowledge evidence and their compatibility with different beverages with at least three different customers
- explain to the above customers how the following features affect compatible food and beverage matches:
  - aroma
  - taste or flavour
  - temperature
  - texture
  - cookery method
- provide current, accurate and relevant advice to each of the above customers on their selection to meet different taste and price preferences
- maintain and continuously extend personal food, beverage and menu knowledge to enhance workplace activities.

## Knowledge Evidence

Demonstrated knowledge required to complete the tasks outlined in elements and performance criteria of this unit:

- major food types, their characteristics and how those characteristics affect compatibility with beverages:
  - appetisers
  - cheeses
  - fruits and vegetables
  - meat, fish and seafood
  - salads
  - sauces and accompaniments
  - soups
  - sweets and desserts
- the following major methods of cookery and their impact in regard to food and beverage matching:

- baking
- boiling
- braising
- deep-frying
- grilling
- pan-frying
- poaching
- roasting
- shallow frying
- steaming
- stewing
- stir-frying
- the following beverage production techniques and their impact in regard to food and beverage matching:
  - bottling or packaging processes
  - brewing practice
  - chemical components
  - fermentation processes
  - maturation processes
  - variations in raw products
- compatibility of the beers, spirits and liqueurs with various food items and cuisines
- compatibility of Australian and imported wines with major food items and cuisines
- overview of the chemistry of primary food and beverage components
- different ways that alcohol is used in cooking and the impact on food items
- traditional and contemporary food and beverage matches across above cuisines, food types and beverage styles
- current and emerging trends in food and beverage matching in Australia and internationally:
  - contemporary eating and drinking habits
  - cultural and ethnic influences
  - developments in particular countries or cuisines
  - economic trends
  - health and fitness issues
  - major events and festivals
  - media influence
  - new ideas from chefs
  - seasonal and popular influences
- organisational activities for which knowledge of major food types is required:
  - conducting product tastings
  - providing product advice and selling food and beverage to customers

- selecting or assisting with selection of products from suppliers
- writing or providing input into food and beverage menus or beverage lists
- writing or providing input into food and beverage matching menus
- business considerations in the provision of information on food and beverage matching:
  - current stock
  - profitability requirements
  - responsible service of alcohol
  - stock availability
  - supplier arrangements
- formal and informal research methods to extend and update knowledge:
  - attending trade shows
  - attending food and cooking demonstrations
  - attending wine tastings
  - joining associations and industry bodies
  - reading general and trade media and supplier information
  - reading wine and beverage reference books
  - talking to chefs, cooks and other food service personnel
  - talking to product suppliers, winemakers and vineyard managers
  - using the internet
- factors to consider in achieving a balance between food and beverages on a menu.

## Assessment Conditions

Skills must be demonstrated in an operational restaurant or food and beverage outlet. This can be:

- an industry workplace
- a simulated industry environment.

Assessment must ensure access to:

- stock:
  - meals from all the major food types and for entrees, main courses, accompaniments, desserts and cheeses
  - wide commercial range of alcoholic beverages:
    - Australian and imported wines
    - beers, spirits and liqueurs
- organisational specifications:
  - current beverage product information in sales kits, brochures, product manuals, and supplier information kits
  - current food information in recipes and descriptive menus
  - information databases and computerised information sources

- food and beverage menus
- kitchen staff with whom the individual can interact
- industry-realistic ratio of service staff to customers; these can be:
  - customers in an industry workplace during the assessment process; or
  - individuals who participate in role plays or simulated activities, set up for the purpose of assessment, in a simulated industry environment operated within a training organisation.

Assessors must satisfy the Standards for Registered Training Organisations' requirements for assessors; and:

- have worked in industry for at least three years where they have applied the skills and knowledge of this unit of competency.

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