



Republic of the Philippines
SULTAN KUDARAT STATE UNIVERSITY
Isulan Campus, Isulan Sultan Kudarat
College of Industrial Technology



FPS 311 – Bartending and Bar Management

UNIVERSITY VISION

A leading University in advancing scholarly innovation, multi-cultural convergence, and responsive public service in a borderless Region.

UNIVERSITY MISSION

The University shall primarily provide advanced instruction and professional training in science and technology, agriculture, fisheries, education and other related fields of study. It shall also undertake research and extension services, and provide progressive leadership in its areas of specialization.

UNIVERSITY STRATEGIC GOALS

- a. Deliver quality service to stakeholders to address current and future needs in instruction, research, extension, and production
- b. Observe strict implementation of the laws as well as the policies and regulations of the University
- c. Acquire with urgency state-of-the-art resources for its service areas
- d. Bolster the relationship of the University with its local and international customers and partners
- e. Leverage the qualifications and competences in personnel action and staffing
- f. Evaluate the efficiency and responsiveness of the University systems and processes

INSTITUTIONAL OUTCOMES (IO)

- a. Enhance competency development, commitment, professionalism, unity and true spirit of service for public accountability, transparency and delivery of quality services
- b. Provide relevant programs and professional trainings that will respond to the development needs of the region
- c. Strengthen local and international collaborations and partnerships for borderless programs
- d. Develop a research culture among faculty and students
- e. Develop and promote environmentally-sound and market-driven knowledge and technologies at par with international standards
- f. Promote research-based information and technologies for sustainable development
- g. Enhance resource generation and mobilization to sustain financial viability of the university

PROGRAM OUTCOMES (PO) COMMON TO ALL PROGRAMS AND ITS RELATIONSHIPS TO INSTITUTIONAL OUTCOMES

A graduate of the BlndTech program can:

	INSTITUTIONAL OUTCOMES (IO)						
	a	b	c	d	e	f	g
a.	✓	✓					✓
b.	✓	✓		✓		✓	

Area of specialization in accordance with global standards:							
c. Apply appropriate techniques, resources, and state-of-the-art industrial technology tools to meet current industry needs and use these modern tools and processes to improve and increase entrepreneurial activities upholding the safety and health standards of business and industry.							
d. Communicate with diverse groups of clients, the appropriate cultural language clearly and precisely, in both oral and written forms, including underpinning and giving of clear instructions, high comprehension level, effectiveness in delivering presentations and writing documents, and articulating technological innovation outputs.							
e. Making informed decisions, keeping the team motivated, acting and delegating responsibility with integrity and accountability in the practice of one's profession.							
f. Practice wider public interest and uphold the norms and safety standards of the industrial technology profession.							
g. Demonstrate enthusiasm and passion for continuous personal and professional changes in the entrepreneurial and industrial endeavor and changes in broadly defined industrial technology and effective interpretation of the need for, and an ability to engage in lifelong learning.							
h. Recognize the need for, and an ability to engage in lifelong learning.							

6 COURSE LEARNING OUTCOMES (CLO) AND ITS RELATIONSHIPS TO PROGRAM OUTCOMES							
Program Outcomes							
a b c d e f g h							
At the end of the course, a student can:							
a. Understand SKSU-VGM, Classroom Policies, Course Overview, Course Requirements and Grading System.							
b. Explain the concepts of entrepreneurship, entrepreneurial mindset, and innovation and their significance in business and society.							
c. Identify customer needs and market opportunities through research and analysis.							
d. Develop a value proposition, business model, and business plan for a technology-based start-up.							
e. Apply basic financial and accounting principles in evaluating business idea or plan with emphasis on ethics, social responsibility, and global feasibility.							
f. Present and defend a start-up business idea or plan with emphasis on ethics, social responsibility, and global feasibility.							

1 COURSE CODE FPS 311	5 COURSE DESCRIPTION	2 COURSE TITLE BARTENDING and BAR MANAGEMENT	3 PREREQUISITE None	4 CREDITS 3 units
		This course deals with the operations in the hospitality business; activities like bar function, alcoholic and non-alcoholic cocktail mixing, bar layout, bar set-ups and preparation, bar mix, en place, wine and cocktails. It involves a distinctive importance on the improvement of technological and interpersonal skills required for the effective functioning of the bar/beverage service operation.		

competitiveness.

7 COURSE CONTENTS

WEEK	CONTENT	INTENDED LEARNING OUTCOMES(ILOs)	TEACHING AND LEARNING ACTIVITIES (TLA)	OUTCOMES-BASED ASSESSMENT (OBA)	COURSE LEARNING OUTCOMES (CLOs)
1	Course Orientation SKSU VMGO, Classroom Policies, Course Overview, Course Requirements, Grading System	At the end of the Orientation, the Learners can: a. discusses the University's VMGO, classroom policies, course overview, requirements, and grading system	Discuss the VMGO of the University, the classroom policies, scope of the course, course requirements and grading system		
2	2. State and discuss the general information, origin and history of Bartending and Bar Service Management.	a. Define bartending and bar service management. b. Describe the roles, responsibilities, and skills of a bartender and bar manager. c. Recognize the importance of bar management in the hospitality and tourism industry. d. Appreciate bartending as a professional and creative career. e. Trace the origin and historical development of bartending from ancient civilizations to the modern era. f. Identify key milestones in the evolution of bar service, cocktail culture, and hospitality traditions. g. Explain how culture and trade influenced the growth of bartending globally. h. Relate historical trends to modern practices in bar service. Define bar service	Lecture, case studies, group activity Lecture-discussion with PowerPoint presentation on the concepts and functions of bartending. - Video presentation: "A Day in the Life of a Bartender." - Brainstorming: qualities of an effective bartender. - Class discussion on different types of bars and bar service operations. - Lecture-discussion using timeline and images of early bars and taverns. - Storytelling or video documentary: "The Evolution of Bartending." - Group research: origin of famous cocktails and bar traditions. - Lecture-discussion on bar service systems (inventory, costing, and customer service). - Case study: comparison between traditional and modern bar management practices. - Group brainstorming: innovations that improve bar efficiency.	- Written quiz on key terms and roles. - Group output: chart or poster showing the structure of a bar team and their duties. - Reflection paper: "Why Bartending is a Vital Part of Hospitality Service." - Group report on the history and evolution of bartending. - Short written quiz on key historical developments. - Presentation rubric for group research on cocktail origins. - Reflection journal: "How the Past Shaped Modern Bartending."	A,b,c

		<p>management and its connection to customer satisfaction and business success. Explain the evolution of bar management systems and technologies over time. Identify modern trends and challenges in bar operations.</p>			
3	<p>Discuss and Apply the different operations in Bar.</p> <p>Management Functions</p> <p>Managing the M's</p> <p>Staffing Levels</p> <p>Serving Policy</p> <p>Cocktail Grouping</p> <p>Ingredients</p>	<ul style="list-style-type: none"> - Identify and explain the basic management functions in bar operations (planning, organizing, leading, and controlling). - Recognize the importance of effective management in maintaining smooth bar operations. - Apply management functions to real bar scenarios. - Define the Six M's of Management and explain their application in bar operations. - Analyze how each "M" affects efficiency and service quality in the bar. - Explain the principles and policies in serving alcoholic and non-alcoholic beverages responsibly. - Classify cocktails based on their ingredient composition and mixing methods. - Identify common cocktail groups (e.g., sour, fizz, highball, martini, tropical, etc.). - Prepare basic cocktails following standard recipes and presentation techniques. 	<ul style="list-style-type: none"> - Lecture-discussion with practical examples (e.g., managing manpower, controlling costs, maintaining equipment). - Group workshop: simulate managing a bar shift (planning schedule, assigning roles, controlling inventory). - Lecture-demonstration on types of cocktails and their ingredient groupings. - Hands-on laboratory activity: students prepare selected cocktails. - Group discussion on flavor balance and presentation styles. 	<ul style="list-style-type: none"> - Quiz on management functions. - Group performance evaluation on simulated bar management. - Reflection paper: "The Role of a Manager in Ensuring Quality Bar Service." - Oral presentation and defense of the group plan. - Group presentation of staffing plan. - Performance assessment rubric for role-play. - Short quiz on bar staff hierarchy and responsibilities. 	abcde

4	<p>Determine beverage ware Glassware Terminologies Bar Equipment and Utensils and their Uses Bar Mixing Drink Procedure</p>	<ul style="list-style-type: none"> - Identify and describe the different types of glassware used in bar operations. - Match glassware with the appropriate type of beverage served. - Demonstrate proper handling, cleaning, and storage of glassware - Define and explain common bar terminologies used in drink preparation and service. - Recognize the importance of proper equipment handling for safety and efficiency. - Explain the standard procedures in mixing drinks (shaking, stirring, blending, layering, building, muddling). - Demonstrate proper drink mixing techniques following standard recipes. 	<ul style="list-style-type: none"> - Lecture-discussion with visual aids or actual samples of bar glassware. - Matching activity: glass type to drink served. - Demonstration: proper polishing, storage, and handling of glassware. - Laboratory exercise: set up of a bar glassware display. - Lecture-demonstration on bar equipment and utensils (e.g., shaker, strainer, jigger, muddler). - Hands-on activity: tool identification and function practice. - Video presentation on modern bar tools and innovations. - Workshop: assembling a basic bar setup. 	<ul style="list-style-type: none"> - Practical test: identify glassware and demonstrate proper handling. - Short quiz on glassware classification. - Performance rubric for laboratory setup. - Written quiz on bar terminologies. - Practical identification test on equipment and utensils. - Performance-based assessment: demonstrate use of selected tools. 	abcde
5	Midterm Exam				abcd
6	<p>Differentiate types of beverages, wines, beer, cocktails. Alcoholic beverages Beer Process Flow Diagram Classification of wine Kinds of Wine Bottles Evaluation of wine Spirits/Distilled Beverage International cocktails Ideal Wine Accompaniment Merchandising and customer relations</p>	<ul style="list-style-type: none"> - Define and classify alcoholic beverages according to source and process of production. - Explain the effects of alcohol on the human body and the importance of responsible service. - Differentiate between fermented and distilled beverages. - Classify wines according to color, taste, and region of origin. - Identify major wine-producing countries and regions. - Explain the labeling and categorization of wines. - Identify the different shapes and types of wine bottles and their corresponding wines. - Explain the function of bottle 	<ul style="list-style-type: none"> - Lecture-discussion on types of alcoholic drinks (beer, wine, spirits). - Visual presentation of production processes. - Class discussion: "Responsible Service of Alcohol." - Lecture with flowchart visuals. - Activity: students create their own labeled beer process flow diagram. - Video presentation: "From Grain to Glass – The Beer Brewing Process." - Lecture and demonstration on wine evaluation. - Sensory activity (using mock wine or grape juice). - Class discussion on sensory descriptions. - Lecture-demonstration on 	<ul style="list-style-type: none"> - Quiz on classification and characteristics of alcoholic beverages. - Reflection paper: "Why Responsible Drinking Matters." - Student output: labeled flow diagram of beer production. - Short quiz on brewing stages. - Peer evaluation of diagram clarity and accuracy. - Quiz on wine classification and terminology. - Identification test on wine bottle types. - Group creative display of labeled bottles. - Practical test: prepare one international cocktail (rubric) 	abcd

		<p>design and labeling in marketing and storage.</p> <ul style="list-style-type: none"> - Explain the criteria for evaluating wine (appearance, aroma, taste, and aftertaste). - Appreciate the sensory qualities of wine responsibly. - Identify and describe major types of spirits (whisky, rum, vodka, gin, brandy, tequila). - Explain the process of distillation and its role in spirit production. - Recognize popular spirit brands and uses in cocktail preparation. - Appreciate cultural variations in beverage preparation. - Explain the importance of merchandising and customer relations in bar and beverage service. - Demonstrate effective communication and selling techniques in beverage service - Apply good customer service practices in simulated bar scenarios. <p>international cocktail recipes.</p> <ul style="list-style-type: none"> - Laboratory activity: preparation of selected mocktails or cocktails (using non-alcoholic substitutes). - Group presentation: "Cocktail Around the World." - Lecture-discussion on food and wine pairing principles. - Group activity: design a "Wine and Dine" pairing menu. 	<p>based).</p> <ul style="list-style-type: none"> - Quiz on cocktail recipes and origins. - Peer evaluation on taste and presentation. 	
7	<p>Determine fundamentals of mixed drinks and basic mixing rules</p> <p>Meaning of Cocktails</p> <p>Ingredients of cocktails</p> <p>Basic types of cocktail and Mixed drinks</p> <p>Bar terms and Measurements</p>	<ul style="list-style-type: none"> - Define and understand the basic concepts and components of mixed drinks and cocktails. - Identify and classify the types, ingredients, and mixing methods of cocktails. - Apply basic mixing rules and standard measurements in drink preparation. <p>Lecture-discussion on cocktail fundamentals and terminology.</p> <ul style="list-style-type: none"> - Demonstration and hands-on practice of basic mixing methods. - Group activities and simulations on cocktail preparation and measurement conversion. 	<ul style="list-style-type: none"> - Written quizzes on concepts and classifications. - Practical test on proper mixing and measurement application. - Group performance evaluation and reflection on drink preparation process. 	abcd

8	Explain the importance of safety at work 7.1 Importance of safety and sanitation in Bar Service	- Understand and apply the principles of safety and sanitation in bar service to maintain a healthy and hazard-free work environment.	Lecture-discussion, demonstration, and group activities on proper safety, hygiene, and sanitation practices in bar operations.	Practical assessment and checklist evaluation of students' adherence to safety and sanitation standards during simulated bar tasks.	abcde
9	Employ the principles of Flair Bartending Techniques Basic Flair Bartending Techniques Bartending: alcohol and its effects	Apply basic flair bartending techniques while demonstrating creativity, coordination, and awareness of alcohol handling and its effects.	Lecture-demonstration and hands-on practice of basic flair bartending moves, emphasizing safety, showmanship, and responsible alcohol service.	Performance-based evaluation of flair routines and technique execution using a rubric assessing skill, control, safety, and presentation.	abcd
10	FINAL EXAMINATION				

Total No. of Hours : 54

8 COURSE REQUIREMENTS AND COURSE POLICIES

Each student is required to:

- COURSE REQUIREMENTS**
- 1. submit accomplished assignments, and activities;
 - 2. participate actively in all discussion;
 - 3. submit all the projects and activities; and
 - 4. pass the major exams (midterm and final)

COURSE POLICIES

Attendance: A student will be marked late if he/she enters the class 5 minutes after start of class period. Any student who comes to class 15 minutes after the scheduled time shall be marked absent.

Missed work or exam: Any student who missed to submit a work assignment or to take a test should consult the concerned instructor for immediate compliance

Cheating and Plagiarism: Any student who committed any form of academic dishonesty (e.g., copy-paste plagiarism) shall be given disciplinary action provided in the SKSU Student's Handbook

Use of Technology: Cell phones should be turned off while the session is in progress. Using laptops, notebook PCs, smart phones, and tablets shall be allowed only when needed. A scientific calculator (e.g. Casio fx-991ES) shall be utilized in solving if applicable.

9 GRADING SYSTEM AND RUBRICS FOR GRADING

GRADING SYSTEM	Midterm Grade	Final Grade	Term	Grade
	Midterm Examination Attendance/ Class Participation	45% 10%	Final Term Examination	45% Midterm Grade

	Quizzes	Project	Report	TOTAL	Attendance/Class Participation	Final Term Grade	TOTAL
				100%			
					50%		
					50%		
					Quizzes	10%	
					100%		
					Project	20%	
					Report	15%	
					TOTAL	100%	

Materials used: Laptop, Powerpoint presentations and video clips
Books, Online slides, Teacher-made slides ,

References:
BOOKS

- a) **Technopreneurship and Sustainability: Innovation, Challenges, and Opportunities** by Rajeev Kumar Saha et al. (2025)
- b) **The Lean Startup** by Eric Ries
- c) **Zero to One** by Peter Thiel with Blake Masters
- d) **Business Model Generation** by Alexander Osterwalder

INTERNET

- e) <https://www.atlantis-press.com/article/125986370.pdf>
- f) <https://journal.formosapublisher.org/index.php/ifbd/article/download/12316/12441/50912>
- g) <https://adi-journal.org/index.php/ajri/article/view/995>
- h) <https://ajmjournal.com/HTMLPaper.aspx?Journal=Asian+Journal+of+Management%3BPID%3D2017-8-4-34>

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