

CPCE Sample Questions

Accounting Sample Questions

1. **Which of the following would not be found on a balance sheet under the asset column?**
 - a. credit card receivables
 - b. deposits and credit balances
 - c. beverage inventory
 - d. dividends
2. **When the FIFO inventory control method is used, the process requires that _____.**
 - a. newest or last items are sold
 - b. inventory is continually updated
 - c. the first item received is sold
 - d. the actual cost of each item is recorded
3. **Lunchtime Express has a contract to provide lunches at \$5.25 per meal. If its fixed costs are \$3,000 per week and its variable costs are \$2.25 per meal, how many lunches must be sold in order to break even?**
 - a. 595
 - b. 855
 - c. 1000
 - d. 1333
4. **The owner of Papa's Catering is demanding a year end net income of \$80,000. Assuming a tax rate of 35%, what will pre-tax income have to equal in order to satisfy the owner's demands?**
 - a. \$108,000
 - b. \$115,824
 - c. \$123,077
 - d. \$132,000

Beverage Management Sample Questions

1. **Before the modern era, alcohol was used for medicinal purposes, including _____.**
 - a. as the earliest type of antioxidant
 - b. as an anesthetic
 - c. as an agent for weight gain
 - d. as a panacea
2. **These laws are still subscribed to in some states concerning third-party liability for alcoholic beverage service.**
 - a. federal laws
 - b. statutory laws
 - c. Dram shop laws
 - d. promisory Estoppel laws
3. **Well brands are located in the_____.**
 - a. barback
 - b. underbar
 - c. bar die
 - d. carbonator
4. **The selling price of a drink is \$5.50 and it costs \$.910 to produce. What is this beverage's *gross profit percentage*?**
 - a. 50%
 - b. 60%
 - c. 16.5%
 - d. 83%

Catering Services Sample Questions

- When serving guests using the American style, food should be presented _____.**
 - from the left of the guest with the server's left hand
 - from the right of the guest with the server's right hand
 - from the right of the guest with the server's left hand
 - from the left of the guest with the server's right hand
- If assorted hors d'oeuvres are served for an entire evening with no dinner, a good estimate of portions per person is _____.**
 - 4
 - 8
 - 12
 - 18
- If there are over 1,000 guests at a 1 hour cash bar function before a dinner service, an acceptable ratio of bartenders to guests would be 1 bartender for every _____.**
 - 50 guests
 - 100 guests
 - 150 guests
 - 200 guests
- If you are licensed to serve alcoholic beverages, never serve minors or intoxicated guests. Below are two more critical compliance issues.**
 - sell only products covered by your license; sell only during approved hours
 - minimum 'additionally insured' policy in place; license displayed
 - food served during happy hour; published drink specials are available to all patrons
 - bartenders are certified; ownership group is currently bonded

Contracts/Agreements Sample Questions

- A catering contract has to be _____ to be enforceable by the courts.**
 - legible
 - written
 - verbal
 - written or verbal
- The law regulating purchasing agreements, which gives protection to buyers, sellers and financial lenders when goods are purchased under contract is called _____.**
 - third party liability
 - uniform commercial code (UCC)
 - interstate commerce law
 - dram shop law
- In some cases, it may be necessary for a caterer to cancel or postpone the event under extreme circumstances. Which one of the following is not an extreme circumstance?**
 - Food vendor went out of business and did not deliver
 - Hurricane nearby
 - A service workers' strike impacts employees
 - Earthquake nearby
- The importance of a minimum guest guarantee for the customer is that it _____.**
 - protects the customer in case the number of guests decreases
 - protects the customer in case the number of guests increases
 - ensures that the caterer will be prepared for a certain amount
 - ensures that the caterer will be ready for guests increases

Event Planning Sample Questions

- 1. A clear purpose of an event must include the _____ and _____ of the event.**
 - a. décor and linens
 - b. foods and wines
 - c. goals and objectives
 - d. art and entertainment
- 2. A morning meal consisting of pastries, juices, hot beverages and fruit is a(n) _____.**
 - a. American breakfast
 - b. continental breakfast
 - c. European brunch
 - d. American brunch
- 3. For a typical pre-dinner reception, you would be best served to provide seating for how many people?**
 - a. 75% of the expected number of guests
 - b. 10-15% of the expected number of guests
 - c. 50% of the expected attendance
 - d. 25-30% of the expected number of guests
- 4. Dance floors usually come in _____ ft sections.**
 - a. 3' x 3'
 - b. 3' x 8'
 - c. 4' x 6'
 - d. 4' x 4'

Food Production Sample Questions

- 1. Simmering or browning food in oil or its own fat, then adding liquid and simmering until it's done is known as _____.**
 - a. stewing
 - b. poaching
 - c. reduction
 - d. sweating
- 2. The number of grams in an ounce is _____.**
 - a. 28
 - b. 2
 - c. 20
 - d. 23
- 3. An employee may continue to work with food if she has _____.**
 - a. a headache
 - b. a fever
 - c. diarrhea
 - d. vomiting
- 4. An integrated pest management program focuses on _____.**
 - a. the use of strong pesticides on a regular basis to prevent pests from entering an establishment
 - b. preventing pests from entering an establishment and using control measures to eliminate pests that have already infested an establishment
 - c. training foodservice employees how to properly apply pesticides on a regular basis
 - d. checking floors and walls for cracks

Sales and Marketing Sample Questions

1. _____ marketing involves identifying market segments, selecting one or more and developing products/services tailored to each of the selected segment.
 - a. Target
 - b. Micro
 - c. Customized
 - d. Positioning

2. The popularity of the various types of events that a hotel's catering department offers can help determine which of the following?
 - a. The contribution margins necessary to reach profit requirements.
 - b. The strengths and weaknesses of the catering department.
 - c. The most effective method of inventory control for the department to use.
 - d. Whether or not food costs are being effectively controlled.

3. Which of the following is not a major promotional tool?
 - a. Sales promotion
 - b. Public relations
 - c. Advertising
 - d. Price

4. There are times when a caterer prices its goods and services to break even or incur a loss. This loss-leader pricing strategy is a typical procedure used whenever customers are solicited for other types of profitable business. With which one of the following clients would you most likely consider using a loss-leader pricing strategy?
 - a. Dentists scheduling monthly association meetings
 - b. Computer salespeople holding an annual convention
 - c. Local chamber of commerce
 - d. High schools scheduling their annual dances