

**COURSE DATA****Data Subject**

Code	36366
Name	Management of gastronomic businesses
Cycle	Grade
ECTS Credits	6.0
Academic year	2023 - 2024

Study (s)

Degree	Center	Acad. year	Period
1212 - Degree in Gastronomic Sciences	Faculty of Pharmacy and Food Sciences	1	Second term

Subject-matter

Degree	Subject-matter	Character
1212 - Degree in Gastronomic Sciences	9 - Business	Basic Training

Coordination

Name	Department
SCHLESINGER, MARIA WALESSKA	43 - Marketing and Market Research

SUMMARY

The main objective of the course is that students acquire an adequate knowledge of the entrepreneurial environment of the culinary business.

It is therefore necessary to address through a multidisciplinary approach, a set of basic contents necessary for the proper management of the company. These contents cover three areas of expertise: Business organization, Taxation and Business Marketing and market research. Thus, the organization and business management, fiscal management and the necessary connection with the market through business marketing function is a combination of knowledge that allows students to contemplate the essential aspects of the gastronomic business enterprise.

The subject is divided into three blocks of 15 hours of theory to be assessed independently and continuously. The contents are structured according to the number of hours allocated to the three departments responsible for teaching.



The contents of the matter are distributed in the following blocks:

- Management.
- Business Taxation.
- Introduction to Marketing.

PREVIOUS KNOWLEDGE

Relationship to other subjects of the same degree

There are no specified enrollment restrictions with other subjects of the curriculum.

Other requirements

OUTCOMES

1212 - Degree in Gastronomic Sciences

- Students must have acquired knowledge and understanding in a specific field of study, on the basis of general secondary education and at a level that includes mainly knowledge drawn from advanced textbooks, but also some cutting-edge knowledge in their field of study.
- Have knowledge and understanding in the field of gastronomic sciences.
- Plan, order and channel activities in such a way that unforeseen events are avoided as much as possible, possible problems are foreseen and minimised, and solutions are anticipated.
- Be able to work in a team and to organise and plan activities, always taking account of gender perspective.
- Resolve tasks or carry out work in the time allotted while maintaining the quality of the result.
- Be able to distribute time appropriately for carrying out individual or group tasks.
- Know what a company is and the bases of its operation, and understand the basic concepts of marketing.

LEARNING OUTCOMES

- Basic knowledge for the performance of the managerial function in the company, with special emphasis on those companies in the agri-food and catering sector.
- Sufficient knowledge to analyze the implications of tax regulations on the decisions that the company must make.
- Critically evaluate the strategic situation of a company in the gastronomic sector considering the environment in which it operates and its competitors.
- Know various sources of business information and be able to identify relevant information and apply it correctly.
- Synthesize the information in a written report and argue about it using concepts, techniques or



organization models of companies in the gastronomic sector.

- Analyze the function of marketing in the business context and adapt the commercial strategy to the particularities of the gastronomic sector.

DESCRIPTION OF CONTENTS

1. THE COMPANY AND THE ENTREPRENEUR

- 1.1. Company: concept and elements
- 1.2. The system company
- 1.3. Business Management
- 1.4. Types of organizations

2. THE COMPANY AND ITS FUNCTIONS (internal)

- 2.1. Subsystems and functional management organization
- 2.2. Supply, Logistics and Operations
- 2.3. Commercial activities and marketing
- 2.4. Finances
- 2.5. The HRM
- 2.6. Research, Development and Innovation

3. OBJECTIVES AND DECISIONS

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- 3.1. Concept of objective
- 3.2. System design objectives: mission, general objectives and operational targets
- 3.3. Relations between objectives
- 3.4. The process of decision making
- 3.5. Types of decisions

4. BUSINESS ENVIRONMENT

- 4.1. Defining environment
- 4.2. General environment
- 4.3. Competitive environment
- 4.4. Entrepreneurship, sustainability (ODS) and corporate social responsibility



5. DEVELOPMENT COMPANY

- 5.1. Entrepreneurship and growth
- 5.2. Modality growth
- 5.3. Growth areas
- 5.4. internationalization.

6. ECONOMIC AND FINANCIAL INFORMATION OF THE COMPANY

- 6.1. Economic and financial view of the company.
- 6.2. Annual Accounts: Balance. Ratios.
- 6.3. Annual Accounts: Income Statement. Ratios.

7. ESSENTIAL CONCEPTS IN TAXATION

- 7.1. Essential concepts in Taxation.
- 7.2. Taxes: Classification.
- 7.3. Brief introduction to the Spanish tax system.

8. INTRODUCTION TO THE PERSONAL INCOME TAX

- 8.1. The Personal Income Tax. Introduction to the categories of income.
- 8.2. Taxation of economic activities in the Personal Income Tax.
- 8.3. Personal Income Tax basic scheme.

9. INTRODUCTION TO THE TAXATION OF CORPORATE FIRMS INCOME

- 9.1. The corporate income tax. Connections between accounting and taxation.
- 9.2. Taxation of small companies.
- 9.3. Corporate tax basic scheme.

10. CONSUMPTION TAXATION

- 10.1. Introduction to Taxation on consumption: ExciseS.
- 10.2. Introduction to Value Added Tax (VAT).
- 10.3. Special schemes in VAT.

11. INTRODUCTION TO MARKETING FROM THE PERSPECTIVE OF THE SERVICES

- 11.1 Basic concepts
- 11.2. Introduction to marketing management in gastronomic sector
- 11.3 Customer Orientation

**12. COMMERCIAL RESEARCH**

- 12.1 Research in an increasingly changing environment
- 12.2 The information in the gastronomic marketing
- 12.3 The commercial research applied to gastronomic sector

13. MARKETING PLAN AS ELEMENT OF MANAGEMENT OF GASTRONOMIC FIRMS

- 13.1 Marketing plan: concept and content
- 13.2 Issues to consider in designing the marketing mix
 - 13.2.1 Management of the product and gastronomic brand
 - 13.2.2 Pricing
 - 13.2.3. Distribution
 - 13.2.4 Integrated Communication

WORKLOAD

ACTIVITY	Hours	% To be attended
Theory classes	45,00	100
Other activities	15,00	100
Development of group work	10,00	0
Development of individual work	10,00	0
Study and independent work	20,00	0
Preparation of evaluation activities	30,00	0
Preparing lectures	10,00	0
Resolution of case studies	10,00	0
TOTAL	150,00	

TEACHING METHODOLOGY

From a teaching point of view, the subject has two different blocks: theoretical classes and practical classes. The use of tutorials and a virtual classroom is also recommended.

Theoretical classes. Theory classes will be based on the teacher's explanations (participatory master class), on the study of the basic and / or complementary recommended bibliography, and on the participation and competence of students to discuss marketing in the field of entities. financial. To get the most out of the master class, students are encouraged to prepare each topic, for which they are encouraged to make use of the bibliography provided. Also, other didactic resources provided by the teacher will be used that will also be included in the syllabus. In each of the topics, teaching resources are structured as follows:

- Basic bibliography, in which a series of manuals are indicated that allow to cover adequately the subject in question as far as points to treat and level of depth.
- Support readings (recommended and to deepen). Its reading will allow the student to have a much



broader and richer vision of the contents of the subject exposed in class or approached in the basic bibliography.

- Internet addresses, which aim to bring the student closer to institutions, associations or magazines to obtain current and real information and contact on issues directly related to the subject under study.

Classroom practices, group work and Visits to Companies will be carried out independently of the evaluation of the Theoretical Classes.

Use of the Virtual Classroom. The virtual classroom will be used for any information / news that facilitates the performance of the subject (<http://www.aulavirtual.uv.es>). In the virtual classroom resources will be provided for the performance of the tasks of the practical classes, as well as the material related to the theory that is considered necessary.

EVALUATION

The evaluation of the subject is made up of two parts, a theoretical part and a practical part. The exams will be governed by the rules established in the document on measures to increase security in the custody and examination processes.

Theoretical Part:

This part accounts for 50% of the final grade for the course. To evaluate this part, the mark of one theoretical exam will be considered.

A theoretical exam at the end of the course that will include a series of questions in which the student must demonstrate not only their mastery of the subject but also their ability to reflect and apply what they have learned to each of the three blocks of the subject (management, taxation and marketing).

Practical part: it represents 50% of the final grade for the course:

The continuous and non-recoverable practical evaluation of the theoretical sessions that represents 50% of the final grade for the subject will be carried out from exercises (outside and inside the classroom (60%) and visits or external talks (40%)), control of attendance, questions in class, participation and / or any activity that teachers consider appropriate to monitor student learning in relation to theoretical content.

It should be noted that the continuous non-recoverable evaluation requires attendance and delivery of a report to all 3 activities with external guests and / or visits to companies in the sector and the delivery of the practices carried out during the classes in each of the blocks. For this reason, a penalty is established for not attending organized visits / talks - non-recoverable continuous evaluation (applicable in the first call):

- With 3 absences of attendance to visits or talks, DOES NOT pass the practical part and goes directly to the practical exam on second call



- With 2 absences: 75% less than the mark assigned to visits / talk.
- With 1 absence of attendance: 50% less than the mark assigned to the visits / talk.

In addition, these **absences must be duly justified (illness or work)**.

If a student does not pass the subject in the first call, he has the right to pass it in the second call the subject with an exam and to keep the grade for the non-recoverable activities.

Observations:

- To obtain the final grade, the grade for the theoretical part and the grade for the practical part will be added, as long as the student has passed each part. **It is essential to pass both separately to pass the course and, in the practical part it is mandatory to pass with a minimum of 3 pts. over 10 in each module separately (business management, tax and marketing)**
- The grade of the approved part will be saved only for the second call, not for subsequent courses. If you do not pass the practical part, you must present a practical exam and submit the work not done in the second call to pass this section.

IMPORTANT!

- According to the Evaluation and Qualification Regulation approved by the “Consell de Govern” on May 30, 2017 (article 6), it should be taken into account that this subject has a non-recoverable part of continuous evaluation (3 points of practical activities); That is, the student must take them throughout the course and attend the planned visits, according to the teacher's instructions, and their failure to do so does not allow the design of a written test (exam) capable of assessing the learning results of said activities. The reason for not being recoverable is the nature of the proposed activities (teamwork, work in the classroom, etc. which, together with the assessment of knowledge, seek the acquisition of certain skills by the student).

REFERENCES

Basic

- Kotler, P. & Armstrong, G. (2017). En Marketing. (17ª ed.) México: Pearson.
- Hair, J.; Harrison, D y Ajjan, H. (2022) FUNDAMENTOS DE ANALITICA DE MARKETING BUNDLE, Mc. Graw Hill, 1a edición. ISBN 978-1-4562-9217-1
- Alonso, S. (2008): Economía de la Empresa Agroalimentaria (3ª Ed.) Mundiprensa.
- Iborra, M., Dasí, A., Dolz, C. y Ferrer, C. (2007): Fundamentos de Dirección de Empresas. Ed.Thomson.
- Navas, J.E. y Guerras, L.A. (2008): La Dirección Estratégica de la Empresa. Teoría y Aplicaciones. Ed. Thomson. Civitas. (4ª Ed.)
- Amat, O. (2008): Contabilidad y Finanzas para no financieros, (2ª edición). Ed.Deusto.
- Zeithaml, V.; Bitner, M. y Gremler, D.(2009), Marketing de Servicios, McGraw Hill, 5ª ed



Additional

- WWW.marm.es
- WWW.fiab.es
- www.mercasa.es
- B a s e s d e d a t o s A L I M A R
- SABI:[http://trobes.uv.es/search*val/d?SEARCH=\(economia%20i%20empresa%20bases%20de%20dades\)&sea](http://trobes.uv.es/search*val/d?SEARCH=(economia%20i%20empresa%20bases%20de%20dades)&sea)
- <http://marketinggastronomico.com/>
- Flavián, C. y Fandos, C. (2011). Turismo Gastronómico. Estrategias De Marketing Y -Experiencias De Éxito, E Zaragoza.
- <http://www.aeat.es>
- Roger, K. y Hartley (2023) Marketing Bundle, 16a. edición, Mc. Graw Hill ISBN 145629489X