SESSION OBJECTIVES

After the end of the session one should be able to know suggestive selling.
Suggestive selling
Suggestive selling

- Listen to the guest.
- Analyzed with the possible options with same nature with different price ranges.
- Product knowledge.
- Explain dishes.
- Be sensible while suggesting (always consider religious, regional constrains).
- Suggest appetizer, main course, dessert with their side orders.
Review

After the end of the session one should be able to know suggestive selling.
BIBLIOGRAPHY

➢ Food & Beverage service, (Danis Lillicrap/ 7th edition.

➢ Google
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