

# How to Become a Restaurateur

## A Practical Roadmap to Restaurant Ownership and Operation



Focus on: **The Manager** ☒ **The Specialist** ☒ **Spotlight Programme** ☐ **Hands-on Skills** ☐

### Course Overview

The How to Become a Restaurateur course is designed to equip aspiring restaurant owners with the essential knowledge, skills, and practical insights required to successfully launch, manage, and grow a food and beverage business. The course combines hospitality management principles with entrepreneurship, guiding learners through the complete journey from concept development to daily operations and long-term sustainability.

Participants will explore key areas such as restaurant concept creation, market research, menu planning, location selection, financial planning, legal requirements, staffing, operations management, marketing, and customer experience. Emphasis is placed on real-world decision-making, cost control, leadership, and problem-solving skills that are critical to running a profitable and guest-focused restaurant.

Course Objectives		This Course is Ideal For:	
1	Evaluate and oversee hotel operations from an integrated, enterprise-wide perspective.	✓	Aspiring restaurant owners planning to open their first food and beverage business.
2	Align operational performance with strategic business objectives and financial outcomes.	✓	Entrepreneurs looking to enter the restaurant or hospitality sector.
3	Drive guest satisfaction and brand value through effective service delivery models.	✓	Chefs, managers, or hospitality professionals aiming to transition into ownership.
4	Apply revenue management, pricing, and cost-control strategies to improve profitability.	✓	Individuals with a restaurant concept seeking structured guidance and practical insight.
5	Interpret key performance indicators to support data-driven executive decision-making pressures.	✓	Small business owners planning to expand into food and beverage operations.
6	Lead and develop high-performing hospitality teams across multiple operational functions.	✓	Professionals seeking a clear, end-to-end understanding of restaurant entrepreneurship.
7	Strengthen operational resilience, compliance, and risk awareness within hotel environments.	✓	Anyone looking to turn a passion for food into a viable, well-managed business.

### Course Content

Day	Theme	Coverage
1	The Role of a Restaurateur	<ul style="list-style-type: none"><li>Who is a restaurateur? Roles vs manager vs chef</li><li>Types of restaurant business models</li><li>Understanding the food &amp; beverage market</li><li>Business Fundamentals</li><li>Identifying your strengths, skills, and gaps</li></ul>

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		<ul style="list-style-type: none"><li>• Restaurant trends and consumer behavior</li><li>• Overview of the restaurant business lifecycle</li></ul>
2	Concept Development	<ul style="list-style-type: none"><li>• Restaurant concept creation (theme, cuisine, service style)</li><li>• Target market &amp; competitor analysis</li><li>• Location selection &amp; feasibility study</li><li>• Menu development basics</li><li>• Branding, positioning, and value proposition</li><li>• Business Planning</li><li>• Writing a basic restaurant business plan</li></ul>
3	Planning and Legal Requirements	<ul style="list-style-type: none"><li>• Financial Planning</li><li>• Startup costs and funding options</li><li>• Budgeting and financial projections</li><li>• Understanding restaurant P&amp;L statements</li><li>• Pricing strategies &amp; profit margins</li><li>• Legal Requirements</li><li>• Licenses, permits, and food safety regulations</li><li>• Contracts, leases, and insurance basics</li></ul>
4	Human Resource & Leadership Management	<ul style="list-style-type: none"><li>• Restaurant actual Operations</li><li>• Kitchen and service operations overview</li><li>• Standard Operating Procedures (SOPs)</li><li>• Supplier selection &amp; inventory control</li><li>• Hiring, training, and staff scheduling</li><li>• Leadership, culture, and staff motivation</li><li>• Quality control and service standards</li></ul>
5	Marketing and Sales Promotion	<ul style="list-style-type: none"><li>• Marketing and Sales Promotion</li><li>• Pre-opening planning &amp; soft launches</li><li>• Restaurant marketing &amp; digital presence</li><li>• Customer Experience &amp; Growth</li><li>• Customer experience and guest loyalty</li><li>• Handling complaints and crisis situations</li><li>• Performance measurement &amp; KPIs</li><li>• Expansion, franchising &amp; long-term growth strategies</li></ul>
Course Assessment		Certification
Participants will be assessed on:		Upon successful completion of the course, participants will receive a <b>Certificate of Successful Completion</b> , along with a <b>Transcript of Marks</b> showing the performance by grade in each element of assessment and overall.
Participation in sessions		
Completion of exercises & case studies		
Performance in assessments		

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### Course Instructor

The instructor holds BSc and MSc degrees from the United States and brings over 20 years of combined experience in hospitality education and hotel management. With more than two decades of teaching experience in academia and professional training across Cyprus, alongside extensive hands-on leadership in hotel management and operations, the instructor offers a strong blend of academic insight and real-world industry expertise. Their background spans operational excellence, service quality, and strategic hospitality management, providing participants with practical, experience-driven learning grounded in international best practices.