

D DELTA HOTELS MARRIOTT

Service Learning Enhancements

September 2019

New Service Behavior Learning Options



Goals

- Reinforce fundamentals of delivering great service to the "Streamliner" target guest
- Contribute to ITR and Elite Appreciation score improvements
- Enable associates to confidently describe the Delta brand

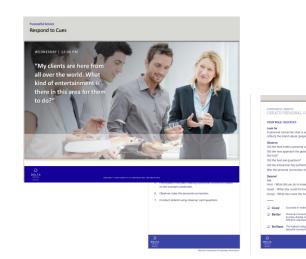
NEW: Digital First Service Behavior Video Series

Three series of short videos & learning activities:

- 1. Responding to non-verbal cues
- 2. Guest Interactions
- 3. Explaining the Brand

Adapted for Delta: Role Play Activities

- Respond to Cues
- Create Personal Connections





Deployment & Adoption

- Deployment Q1 2020
- Activities will be **Recommended**
- May be delivered in short segments or in extended sessions
- Flexibility allows for use in daily meetings, all hands or other team gatherings

Service behavior video scripts available for review on TeamSites Sept 24th through Sept 30th