



Delphi in the Classroom

Delphi in the Classroom brings the industry leading sales and catering application to the next generation of hospitality professionals. This innovative program is designed to bring real world skills to hospitality students which they can then apply immediately in the workforce. Partnering with leading hospitality management schools, Newmarket International is helping to build tomorrow's hospitality leaders today.

HOW TO BRING DELPHI TO YOUR CLASSROOM

Delphi is the leading sales and catering application used by over 4,500 properties worldwide. Knowledge of Delphi will help give students an edge when applying for a job and marketable skills as they enter the workforce. In order to give your students a cut above the competition, we have designed this program which gives the students access to premier eLearning courses. It's easy to get started. It's also important to understand that the program costs nothing for the university.

GETTING STARTED

To enroll in the program go to www.delphiintheclassroom.com and complete an online application. You will be required to update your application annually.

After your application has been approved you are instantly a part of the program. There is a short, two-step process for the professor:

1. All professors that will be utilizing the Delphi in the Classroom eLearning content in their courses will be enrolled in those courses complimentary.
2. A url will then be provided to be cited in the class syllabus and posted on the departmental web site for any student to participate.

Similarly, the process is also easy for students to get started:

1. Students will go to www.delphiintheclassroom.com and complete a new account application.
2. After completing the registration, the student is sent an email confirmation to their university email account.
3. By clicking the link in the confirmation email, the student can then purchase an eLearning course using PayPal™ or a credit card. The average course price is \$25.00 USD and is available for 180 days.

AVAILABLE COURSES

Currently, there are two courses available. These courses were selected because of their high relevancy to the workplace. More courses may be added in the future.

- **New Employee:** This course teaches the skills needed to use Delphi effectively. After taking this course, you will be able to enter accounts, contacts, bookings and events. This is a "must have" training course for anyone looking to work in hotel sales, catering or convention services.

- **Power BEO (Banquet Event Order):** If you are looking for a position in catering, convention services or banquets, this course will provide you with the skills needed to work with Banquet Event Orders (BEOs) in Delphi. You will learn about food and beverage menus, audio-visual items, setup requirements and banquet checks.

ASSOCIATED COSTS

This is a NO-COST offering for universities to provide students with a critical tool to help them prepare for their profession. The eLearning courses are available to students for the low rate of \$25.00 per course. This is 1/3 the cost of what most text books are purchased for and is similar to a lab fee. Additionally, any professor who includes these courses as part of their syllabus is granted a complimentary access to each course.

Student Technical Requirements:

Internet Explorer® 6.01 with JavaScript™ enabled
 Flash® Player 8.0 or higher
 Adobe® Reader® 7.0
 Screen resolution set to 1024 x 768

PROVEN METHOD

Professors have already found great success by incorporating the use of the New Employee and Power BEO eLearning course in sales, catering or convention services lessons.

“Newmarket International is offering a tremendous program. This is a best of both worlds situation for those of us in education because we don’t have to buy, maintain or update the system but we are offering our students exposure to a product used by the major hotel chains and have the support of such a significant software vendor. Now, our students receive the training as defined by the vendor just as they would in a job. It’s a win-win as far as I can see.”

- Carolyn U. Lambert, PhD, Associate Professor, School of Hospitality Management, The Pennsylvania State University

To start bringing Delphi education to your students please go online to www.delphiintheclassroom.com to fill out an application, or contact us at 603-430-6734, or educate@delphiintheclassroom.com.

For more information on Newmarket International and our industry-leading products and services, please visit us online at www.newmarketinc.com or call 1.888.829.8871.

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