# hosco.



International Centre of Excellence in Tourism and Hospitality Education (THE-ICE)

#### Additional Marketing and Online Learning Resources







#### **HOSPITALITY CURATED**

Hosco's network is made of talent exclusively interested, experienced and/or educated in hospitality

#### **NETWORK**

Hosco's community informs and engages its members – providing access to both active and passive job seekers.

#### **GLOBAL**

Hosco is the only global hospitality specific network supporting employers with talent attraction.

#### **SMART**

Hosco validates candidates' eligibility through its advanced screening system.

#### **SCHOOLS**

Hosco's synergy with the world's top hospitality education centers delivers high quality hospitality-educated talent.

#### **Our Partners**

hosco.

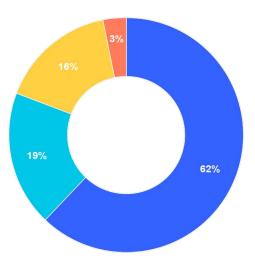
#### Strategic Partners



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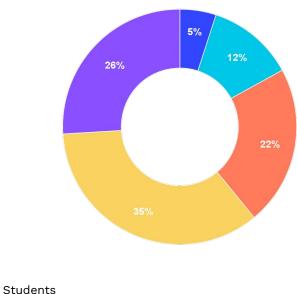
# Audience

#### Background



- Hospitality interested, but no visibility on education, experience or background as yet
- Hospitality educated and experienced
- Hospitality experienced, not educated
- Hospitality educated, not experienced

#### Seniority

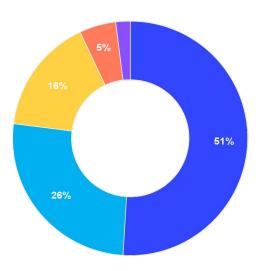


- otadonto
- Professionals with 0-1 year of experience
- Professionals with 1-2 years of experience
- Professionals with 2-5 years of experience
- Professionals with 5+ years of experience

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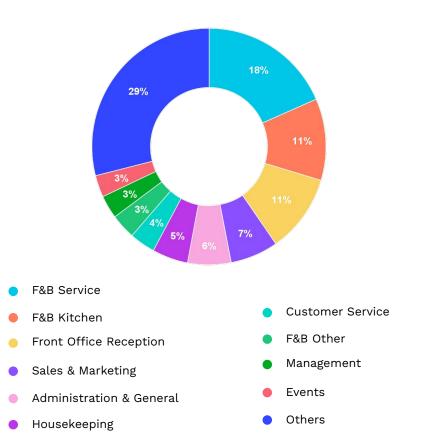
### Audience

#### **Current Location**



- Europe
- MEA
- 🔴 Asia
- Americas
- Others

#### **Top Departments**

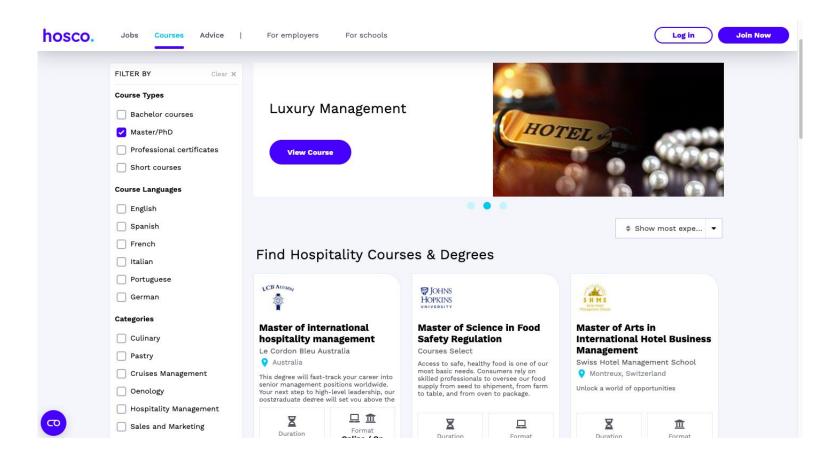


### **Talent Journey**



hosco

### **Hosco Course Directory**



# **Education Marketing Solutions**

#### Ecole hôtelière de Lausanne

**Objectives:** Promote and generate qualified leads for the Master of Science HES-SO in Hospitality Management programme from **EHL Hospitality Business School** through three newsletter campaigns sent to a targeted audience on Hosco.

Target Audience:100.000 Hosco members, English speaking young professionals from EU and APAC with aBachelor's degree (or international equivalent) in hospitality, tourism, or related fields.

Sendout dates: From June 1st until June 30th, 2022

"I am quite satisfied with the results, thanks again for the good work from your side." **EHL Marketing Manager** 







EHL's alumni chapters host more than 350 exclusive events and gatherings annually worldwide! It's your chance to connect, collaborate, and share opportunities with your fellow alumni in the hospitality industry.

### **Talent Journey**



hosco





#### These remarkable brands are using Lobster Ink:



# **The Lobster Ink Learning Library**

200+ hours of learning covering all core areas of hospitality and management





# Additional Partner Courses

Produced in partnership with industry experts

Culinary Institute of America (CIA) - ProChef - an internationally accredited **culinary program** for contemporary chefs.

Forbes Travel Guide - Elevated Service and Luxury Service - understand the standards necessary to deliver **luxury guest service**.

Ecolab - Food Safety Fundamentals - interactive training focused on heightened **food and hygiene safety protocols**.









#### Interactive Lesson Formats

Help the right knowledge stick, expedite the experience and build confidence.









Document

Dialogue



Process

**Process Recipe** 

Hotspot



Simulation

Combination



#### **Interactive Video**

#### These schools have already adopted Lobster Ink:











BUSINESS SCHOOL BORDEAUX















# LobsterInk

# The LPU Experience

# Lobster Ink • Course Integration



COURSE/SUBJECT	Lobster Ink Pathway 1		Lobster Ink Pathway 2	
Food and Beverage Service	F&B Service Professional	F&B Service Fundamentals Cutlery	F&B Service Proficient	F&B Service Fundamentals
		Crockery and Glassware		
		Linen and Table Decor		
		Restaurant Beverage Service		Restaurant Beverage Service
		Restaurant Table Service Sequence		Restaurant Table Service Sequence
		Mastering the Menu		
		Setting the Restaurant		Setting the Restaurant
		Trays and Trolley Service		The Restaurant Service System
		The Restaurant Service System		
		Bread and Canape Service		
		Alcoholic Beverage Service		Alcoholic Beverage Service
		Dealing with Complaints		
		Tailoring Service		
		Types of waiters		
MICE	Event Planning	Core Principles of Event Management		
		Effective Communication and		
		Interdepartmental Collaboration		
		Event Process: Sales		
		Event Process: Pre-Event		
		Documentation and Paperwork		
		Event Process: Event Phase and Past-Event		
		Phase		
Tourism & Hospitality Marketing	Sales Professional	Understanding Hospitality Sales		
		Hospitality Sales Skills		



- Quick Stat
  - 3,640 Active Learners
  - 7,000+ total learners over 2 years



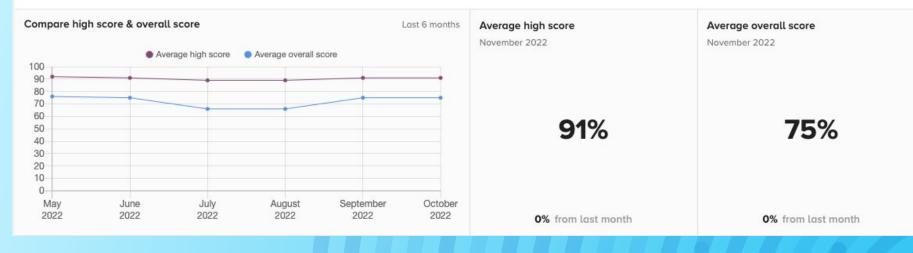






0 Performance: Assessment Score

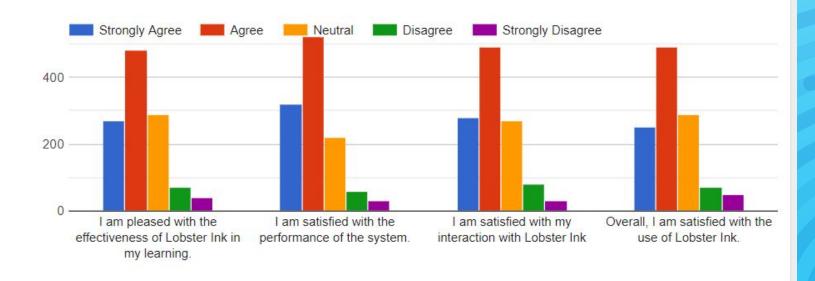
#### GO TO REPORT >



# Lobster Ink User Experience



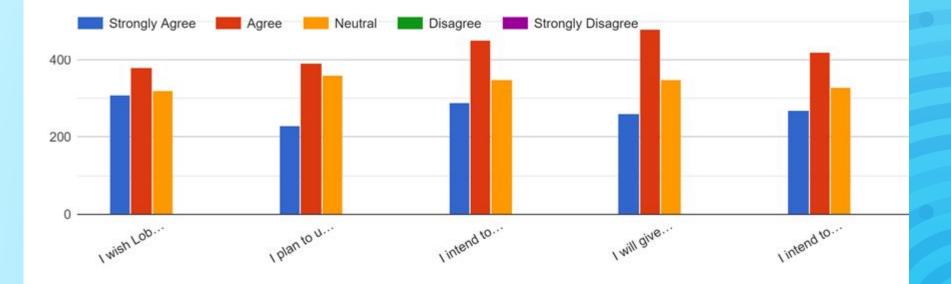
SATISFACTION refers to the user's comfort and acceptability of Lobster Ink during use of the content and the interaction with the system



# **Lobster Ink** User Experience



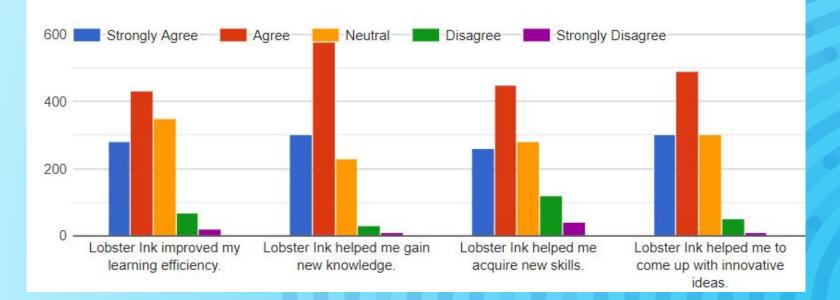
CONTINUANCE INTENTION refers to one's intention to continually use a system or reuse a system



# **Lobster Ink** User Experience



NET BENEFITS refers to learning efficiency, acquisition of new knowledge and skills, innovativeness, problem solving capabilities, information analyzation and evaluation, and quality decision making.



## Any questions? Here is your personal contact:

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