

Approved Provider Credit Application - Chapter

Submission Date	2018-01-31 14:41:43
Chapter Name	Michigan Chapter
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Event Date	02/15/2018
Event Title	Travel Manager's Approach to the Hotel Procurement Process
Event Location	Detroit Marriott Southfield
Is this a GBTA pre-approved education session?	No
What are the times of your session(s), i.e. 12:00pm-2:00pm.	10:00am-11:30am; 1:00pm-2:30pm
Session Description(s)	<p>Morning Session - Taking your Hotel Program to the Next Level: focus on hotel sourcing and how to make the most of your program. Attendees will learn about data acquisition, different ways to measure savings, using key information to define program strategy and key activities to ensure successful program.</p> <p>Afternoon Session - round table discussion focusing on key areas of hotel sourcing, facilitated by Neil Hammond. Each group will focus on different topic learned in morning session and present their findings.</p>
Learning Outcomes (per session)	<ol style="list-style-type: none">1.How data acquisition leads to a full on program assessment prior to sourcing2.How to execute an efficient RFP process and focus on the important points during negotiation3.Different ways to measure savings and how they impact your negotiations4.Using key information from your program assessment to define your program strategy5.Key activities to ensure that your program delivers the success you projected.
Upload Agenda	2018 02 15 GBTA Agenda.pdf
Upload Speaker Biographies	for Neil MBTA Education Presenter Template - 16Feb2017 (1).docx
Domain Relevance	Domain 01, 02 and 03 Relevance

Date Application Received	01-31-2018
Date Reviewed	02-02-2018
Recertification Credits	4 - (2 credits per session)
Approved?	Yes
Date Chapter Notified	02-02-2018