



# Nestlé Waters Curriculum Outline

COURSE COUNT: 3

COURSE

LESSON COUNT: 5

## Perrier

LESSONS

LEARNING OUTCOMES

### Introduction

- Describe the source of Perrier.
- Explain how the source provides unique benefits of Perrier. Explain why Perrier pairs so well with cocktails and mocktails.

### The Perrier Timeline (Interactive Lesson)

This interactive lesson reinforces some of the points of the previous lesson in a scrollable timeline with images, gifs and text. It charts the progress of the brand from start to the current day.

### The Value of Premium Water

- Explain the value of offering premium bottled water.
- Describe where premium bottled water is positioned in the beverage market.
- Explain how offering premium bottled water increases both revenue and elevates the Guest experience.

### Selling more Water

- List the opportunities to suggest Perrier.
- Describe the Perrier perfect serve.
- List 3 ways to increase water sales.

