**Email #1**

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| From: PPP  To: DDD  Subj: Coalition support    Hey DDD,    Hope you are doing well. I need your help; MMM is requesting that we expand the rollout to include all the dining areas—not just the bar area. I am 100% confident that we can support such a large rollout without significantly more training or hiring more staff. This is too big of a change to add to our charter.    I believe this is outside the scope of the project. It also might affect staff morale and quality of customer service. As a general manager of a location, you know very well of the day-to-day operations. I would appreciate it if I got your support on this issue.    Regards,  PPP |

**Email #2**

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| From: PPP  To: KKK  Subj: Project Expansion  Good morning KKK;  As you were made aware during our meeting, MMM is pushing for an expansion of the project to all areas of the restaurant instead of just at the bar like the team had previously agreed on. I agree with the idea posed by you in the meeting that piloting at the bar is usually lower risk than other areas as bar diners tend to be less particular about their experience than, say, a family celebrating a special occasion in the main dining area. I also believe that it would be better to start small with room to grow than spend the extra time and money on a much broader project without prior testing with this clientele.  I believe you hold a lot of influence for this project’s livelihood, and I hope that you will stand in support with me as I convince MMM and AAA to stick with the original plan and limit the rollout to the bar area.  Regards,  PPP |