

€ TRAINING

Award in Customer Service



4 - 15 November 2024
Rome (Italy)



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REF: V21 DATE: 4 - 15 November 2024 Venue: Rome (Italy) - Fee: 10100 Euro

Introduction:

In today's customer-oriented business environment, interpersonal skills are a critical component for promoting customer satisfaction and organizational success. This customer service training program gives participants the tools, resources, and confidence they need to enhance customer relationships and promote customer service excellence within their organization.

Program Objectives:

At the end of this program the participants will be able to:

- Embrace best practices for exceptional customer service.
- Cultivate a mindset focused on ongoing enhancement for customer satisfaction.
- Identify and foster components crucial for customer retention and loyalty.
- Implement methods to measure and uphold customer service standards.
- Develop insight into both internal and external customer expectations.
- Enhance communication through active listening, questioning, and proficient phone and written messages.
- Targeted Audience:
 - Managers among all managerial levels.
 - Supervisors.
 - Team leaders.

Program Outlines:

Unit 1:

Introduction to Customer Service:

- Understanding the importance of customer service in business success.
- Exploring different types of customers and their needs.
- Identifying key principles of excellent customer service.
- Recognizing the impact of exceptional customer service on brand reputation.

- Introducing the concept of customer satisfaction and its significance in business.

Unit 2:

Communication Skills in Customer Service:

- Developing effective verbal communication skills for customer interactions.
- Utilizing active listening techniques to understand customer concerns and needs.
- Mastering the art of nonverbal communication to enhance customer interactions.
- Handling challenging conversations and resolving conflicts diplomatically.
- Crafting professional written communication for emails, letters, and other correspondence.

Unit 3:

Understanding Customer Behavior:

- Analyzing customer behavior and psychology to anticipate needs and preferences.
- Identifying different customer personality types and adjusting communication accordingly.
- Recognizing signs of customer satisfaction and dissatisfaction.
- Understanding the impact of cultural differences on customer behavior and expectations.
- Implementing strategies to build trust and rapport with diverse customer groups.

Unit 4:

Delivering Excellent Customer Service:

- Implementing best practices for delivering exceptional customer service.
- Handling customer inquiries, complaints, and feedback effectively.
- Personalizing customer interactions to create memorable experiences.
- Demonstrating empathy and understanding in all customer interactions.
- Going above and beyond to exceed customer expectations and create customer delight.

Unit 5:

Problem-Solving and Decision Making:

- Utilizing problem-solving frameworks to address customer issues efficiently.
- Making sound decisions that prioritize customer satisfaction and business objectives.
- Identifying root causes of customer problems and implementing effective solutions.
- Empowering frontline staff to make decisions and resolve issues independently.
- Monitoring and evaluating the effectiveness of problem-solving strategies to drive continuous improvement.

Unit 6:

Teamwork and Collaboration:

- Fostering a culture of teamwork and collaboration within the organization.
- Communicating effectively with team members to coordinate customer service efforts.
- Leveraging individual strengths to enhance team performance and productivity.
- Resolving conflicts and overcoming challenges through constructive dialogue and cooperation.
- Celebrating successes and acknowledging contributions to foster team morale and motivation.

Unit 7:

Service Recovery and Customer Retention:

- Developing strategies for service recovery to win back dissatisfied customers.
- Turning negative experiences into opportunities to strengthen customer relationships.
- Implementing customer retention programs to increase loyalty and repeat business.
- Building long-term relationships with customers through personalized follow-up and engagement.
- Monitoring customer feedback and satisfaction metrics to proactively address issues and prevent churn.

Unit 8:

Technology and Customer Service:

- Leveraging technology tools and platforms to enhance the customer experience.
- Implementing customer relationship management CRM systems to track customer interactions and preferences.
- Providing seamless omnichannel support across multiple communication channels.

- Integrating self-service options and automation to streamline customer service processes.
- Ensuring data security and privacy while leveraging customer data for personalized service.

Unit 9:

Leadership and Customer Service Excellence:

- Inspiring and motivating frontline staff to deliver exceptional customer service.
- Setting clear expectations and standards for customer service excellence.
- Providing ongoing training and development opportunities to empower employees.
- Recognizing and rewarding outstanding performance in customer service.
- Leading by example and embodying the values of customer-centricity and empathy.

Unit 10:

Continuous Improvement and Innovation:

- Cultivating a culture of continuous improvement and innovation in customer service.
- Encouraging feedback from customers and employees to identify areas for enhancement.
- Implementing Kaizen principles to drive incremental improvements in service delivery.
- Investing in research and development to stay ahead of emerging customer needs and trends.
- Encouraging creativity and experimentation to find new ways to delight customers.