

How to Develop a Customer Service Training Program



Customer Service Workshop Outline

Sarah Cook



Customer Service Workshop Outline:

Customer Service Training Kimberly Devlin, 2015-08-17 Effective customer service training covers more than niceties Organizational profitability is threatened when staff are unable to manage customer needs Yet it takes more than soft skills training to turn these situations around A great customer service training covers essential behaviors service strategies and service systems that together ensure an exceptional customer experience Training authority Kimberly Devlin presents two day one day and half day workshops that support trainees in any industry and environment not just the call center Each workshop introduces techniques for managing challenging customers and situations and also offers opportunities to apply new skills to service interactions Free tools and customization options The free ready to use workshop materials PDF that accompany this book include downloadable presentation materials agendas handouts assessments and tools All workshop program materials including MS Office PowerPoint presentations and MS Word handouts may be customized for an additional licensing fee Browse the licensing options in the Custom Material License pricing menu About the series The ATD Workshop Series is written for trainers by trainers because no one knows workshops as well as the practitioners who have done it all Each publication weaves in today's technology and accessibility considerations and provides a wealth of new content that can be used to create a training experience like no other The series also includes Communication Skills Training Leadership Training Coaching Training and New Supervisor Training

Customer Service Management Training 101 Renee Evenson, 2011-09-14 Becoming a great customer service manager requires an intentional focus on skills beyond those required for exemplary customer service Building off the success of her book Customer Service Management Training 101 author Renee Evenson shows readers what it takes to advance to the next stage in their careers focusing on their development as managers Filled with the same accessible step by step guidance as its predecessor this book teaches readers how to identify their personal management style and develop the core leadership qualities needed to communicate with lead train motivate and manage those employees responsible for customer satisfaction Designed for new managers and veterans alike Customer Service Management Training 101 covers essential topics including planning and goal setting time management team development conflict resolution providing feedback listening to your employees monitoring performance conducting meetings and managing challenges Packed with checklists practice lessons inspired by real world scenarios and detailed examples and explanations of the right and wrong ways to do things this handy resource is the start and finish of everything customer service managers need to know to thrive

20 Training Workshops for Customer Service Sarah Cook, 1993 20 fully reproducible training workshops in this volume are ideal for customer service managers supervisors coaches and self directed customer service teams that must set service policies measure effectiveness and identify where service improvement is needed

Customer Service Training 101 Renee Evenson, 2010-10-06 Your service team may represent the first last or only interaction point between your customers and your company Your front line service

professionals make or break countless opportunities leads sales and relationships every day Completely revised and updated to meet the challenges of a new service landscape the second edition of Customer Service Training 101 presents proven techniques for creating unforgettable customer experiences The book covers every aspect of face to face phone Internet and self service customer relations and provides simple yet powerful tips for Projecting a positive attitude and making a great first impression Communicating effectively both verbally and nonverbally Developing trust establishing rapport and making customers feel valued Confidently handling difficult customers and situations New features include How Do I Measure Up self assessments and Doing It Right examples from the author s extensive customer service experience Every step by step lesson in this comprehensive and inspiring training manual is augmented with instructive sidebars a summary of key points practice exercises and so much more

Ultimate Basic Business Skills Christee Gabour Atwood,2009-12-01 Having a copy of Ultimate Basic Business Skills Training an Effective Workforce on your bookshelf is like having an on call business training department This book offers ready to present programs on the most critical frontline business skills every member of your organization needs Too often training in these basic business areas is ignored in favor of more pressing product or service training Ultimate Basics Business Skills offers learning professionals everything needed to quickly deploy this valuable training Lively scripted half day programs in more than 20 individual topic areas cover external and internal customer service skills project management help in projecting a professional image and working in a team environment and much more The book uses the familiar structure of the Trainer s Workshop Series to guide the training sessions and includes all handouts worksheets assessments and PowerPoint slides to allow users to quickly create training targeted specifically for their intended audience All programs offer enough additional material to allow expanding the program length to suit training needs Users can easily blend mix and match formats and contents to create just the program your organization needs

EJEG Volume 9 Issue 2 , GCE AS Level Applied Business Double Award for Edexcel Robert Dransfield,2005 Exactly what you need for the new AS level GCE in Applied Business These brand new books have been written to match the specifications of this new qualification and provide all the information needed whether it is a single award or double award with Edexcel or OCR Four separate books ensure that students receive exactly the right support with no redundant material Lots of activities add interest and give students the opportunity to work outside the classroom in the real business world This helps to emphasise the vocational nature of the qualification Case studies with questions give students real life perspectives on business and the issues surrounding it Marginal notes draw attention to key points and suggest relevant activities

Advanced Business David Needham,Robert Dransfield,2000 Everything you need to cover the compulsory units of the AVCE specification can be found in the student friendly textbook The Tutor s Resource File contains all the extra materials ideas and support to get the very best from your students

Customer Service Suzanne Walters,1994 This acclaimed manual will help to build a customer service orientation in any library by working through the issues and outlining the

necessary steps Walters targets all the essential issues including identifying the barriers to good customer service characteristics of good customer service training incentives and how to go about changing the culture **How to Run Better Business Meetings** ,1987 Hoe efficient te vergaderen **20 Training Workshops for Customer Service** Terry Gillen,1990 Be ready to respond to customer service moments of truth by ensuring that customer service staff have the core skills they need These 20 ready to use training workshops include detailed trainers notes slides and handouts All materials are fully reproducible 101 Ways to Improve Customer Service Lorraine L. Ukens,2007-07-13 101 Ways to Improve Customer Service provides a variety of training and development interventions that can be put to use right now with frontline service employees Your customer service representatives directly influence the perception that customers have of your products and services and ultimately your company It is vital that your employees develop service strategies to create a positive image communicate effectively and build customer rapport to support the underlying values and beliefs of your organization *The Customer Service Training Tool Kit* Val Gee,Jeff Gee,1999-12-13 Train your staff to provide great customer service in every situation Now with the help of these fun motivational training activities you can design and deliver a state of the art customer service training program in a fraction of the time it would take to develop a program from scratch This comprehensive tool kit contains 60 ready to use activities that can be used as is in short sessions of less than an hour or combined to create longer programs that you can tailor to the specific needs of your frontline employees All of the activities which range from provocative role playing exercises to intriguing What Would You Do In This Situation questionnaires have been tested and proven highly effective in developing positive attitudes and customer friendly behavior in service employees What s more participants in these sessions tend to enjoy them and look forward to them as they learn to revitalize their energy on bad days listen to customers with an open mind bring empathy to all customer encounters overcome barriers that inhibit problem solving use words that inspire trust and confidence pacify unhappy customers end a conversation gracefully find win win solutions to all kinds of problems and much much more Filled with reproducible participant handouts worksheets questionnaires and overhead masters this one of kind tool kit will help you put together a superb customer service training program with a minimum of effort **Automotive Executive** ,1987 *Customer Service Training* Maxine Kamin,2006 A practical hands on road map to help the reader quickly develop training in customer service It offers all the exercises handouts assessments structured experiences and ready to use presentations needed to develop effective training sessions **Training in the Motor Vehicle Repair and Sales Sector in Germany** Rainer Lichte,European Centre for the Development of Vocational Training,1994 Training in the motor vehicle repair and sales sector in Germany was examined in a study that included the following approaches review of the sector s structure characteristics institutional and social context employment practices trends changes in the type of work and employment training requirements and available initial and continuing vocational education and training in depth case studies of five auto repair shops and dealerships and identification

of economic employment and training trends It was discovered that although the motor industry remains the most important industry in Germany s economy it will not likely experience any more growth Vehicle sales are declining however the volume of repairs is likely to increase as cars become older Higher qualifications are being demanded of repair shop employees because of new environmental safety standards and technological advances Only about 7% of the sector s employees have no relevant vocational qualification and one in every five employees is engaged in vocational training Nearly all employees in aftersales departments and repair shops participate regularly in in house continuing training and or courses provided by manufacturers importers suppliers or chambers of trades however many people in positions of responsibility within the sector still do not consider the available training activities sufficient Contains 63 tables figures and 33 references MN

Companies Handbook of the Stock Exchange of Singapore Stock Exchange of Singapore,1999 *Customer Service Excellence* ,1994 Customer Service Training for Managers and Supervisors Customer Service Training Institute,2013-07-20 The manager and supervisor play a critical role in determining the type of experience the customer has and what kind of attitude the employees have towards the customer Managers and supervisors set the tone for how customers are treated and how situations and problems are handled If they act incorrectly or exhibit the wrong type of behavior employees might assume that is the correct way to behave with customers Even more important the manager and supervisor are examples of how the company and its management feels towards the customer How our management team reacts to customer problems and issues will shape the employee attitude as well Customer Service Training for Managers Supervisors shows the manager and supervisor how to interact with employees and how to train others on the best way to interact with customers Learn how to set the right example for others train others to provide the best service and create the very best customer focused department for our customers Customer Service Training for Managers and Supervisors is the perfect resources for all managers and supervisors It will provide the critical skills and information necessary for you to perform at your very best Software Engineering Standards Application Workshop ,1984

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