# Customer Service Company Training Proposal

#### Description

This highly interactive training workshop provides a toolbox of skills for effectively and efficiently handling all types of customer interactions. Participants will learn customer service skills to help improve their performance and present a professional, knowledgeable image that reflects well on your company. At the program's conclusion, you should be able to:

- Describe exceptional customer service.
- Identify the benefits of great customer service.
- Recognize barriers to the delivery of outstanding customer service.
- Adapt to specific customer behavior styles.
- Demonstrate how to measure customer-satisfaction levels and take corrective action if needed.
- Describe techniques for dealing with angry or upset customers.
- Develop a personal action plan to improve customer-service skills.

#### Course Outline - Developing Outstanding Customer Skills

#### Myers-Briggs Personality Assessment

- . The MBTI instrument, meaning of "preferences"
- · MBTI definitions, with self-assessment
- Individual results and verification
- Experiential activities

#### Customer Service Excellence - Ho w To Deliver Exceptional Customer Service

- Focus on Customer Service Success.
- Benefits of Great Customer Service
- Effective Communication & Listening Skills

#### Managing Customer Expectations by Personality Style

- Understand Yourself and Your Own Personality Style
- Understand and Identify the Personality Style of Others
- · Avoid Taking Things Personally
- Expand Your Communication Skills to Get Along Easily with More Customers

#### The Good, the Bad, and the Ugly: Dealing with Difficult Customers

- Recognize and Respond Effectively to Specific Customer Behaviors
- Understand the Physiology of Anger
- Listen to an Angry Customer So That They Calm Down

# **Sample Customer Service Training Proposal**

Scott C. Dulebohn

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#### **Table of Contents Sample Customer Service Training Proposal**

- 1. Understanding the eBook Sample Customer Service Training Proposal
  - The Rise of Digital Reading Sample Customer Service Training Proposal
  - Advantages of eBooks Over Traditional Books
- 2. Identifying Sample Customer Service Training Proposal
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
- 3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - $\circ\,$  Features to Look for in an Sample Customer Service Training Proposal
  - User-Friendly Interface
- 4. Exploring eBook Recommendations from Sample Customer Service Training Proposal
  - Personalized Recommendations
  - Sample Customer Service Training Proposal User Reviews and Ratings
  - Sample Customer Service Training Proposal and Bestseller Lists
- 5. Accessing Sample Customer Service Training Proposal Free and Paid eBooks

- Sample Customer Service Training Proposal Public Domain eBooks
- Sample Customer Service Training Proposal eBook Subscription Services
- Sample Customer Service Training Proposal Budget-Friendly Options
- 6. Navigating Sample Customer Service Training Proposal eBook Formats
  - o ePub, PDF, MOBI, and More
  - Sample Customer Service Training Proposal Compatibility with Devices
  - Sample Customer Service Training Proposal Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Sample Customer Service Training Proposal
  - Highlighting and Note-Taking Sample Customer Service Training Proposal
  - Interactive Elements Sample Customer Service Training Proposal
- 8. Staying Engaged with Sample Customer Service Training Proposal
  - o Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Sample Customer Service Training Proposal
- 9. Balancing eBooks and Physical Books Sample Customer Service Training Proposal
  - Benefits of a Digital Library
  - $\circ$  Creating a Diverse Reading Collection Sample Customer Service Training Proposal
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Sample Customer Service Training Proposal
  - Setting Reading Goals Sample Customer Service Training Proposal
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Sample Customer Service Training Proposal
  - Fact-Checking eBook Content of Sample Customer Service Training Proposal
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development

- Exploring Educational eBooks
- 14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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