

Customer Service Training Course Outline

Foreword:

In order to create customer satisfaction, you need to go beyond good customer service and exceed your customers' expectations with exceptional service. In order to achieve this it is important to ask yourself some questions:

- Do you or your staff have the right skill sets to deliver exceptional customer service?
- Currently how do you improve your Customer Service Skills and approaches?
- Do you strive to continuously improve your customer service?
- Do you listen to your customers and their needs?
- Do you currently listen effectively to uncover the customer's true needs?
- Are internal customers understood and prioritised?

This Customer Service Training Course is for professionals who want to make a significant contribution to their company's image or bottom line and make their own lives easier by consistently providing exceptional customer service.

Outcomes:

- Explain what customer service means in relation to internal & external customers
- Recognise how one's attitude affects service standards
- Master ways to develop & maintain a positive, customer focused, attitude
- Develop needs analysis techniques to better address customer needs
- Apply outstanding customer service techniques to generate return business
- Practice techniques for developing good will through in-person customer service
- Formulate take away techniques for service excellence over the phone
- Gain insight to connecting with customers online
- Master techniques for dealing with difficult customers
- Acquire tools for recovering difficult customers
- Understand when to escalate

Customer Service Training Course - Lesson 1

Who we are and What we do

- Who are customers (internal/external)
- What is customer Service?
- Who are customer Service Providers?

Customer Service Training Course - Lesson 3

Identifying and Addressing their Needs

- Understanding the customer's problem
- Staying outside the box (not jumping to conclusions)
- Meeting basic needs
- Going the extra mile

Customer Service Training Course - Lesson 5

In-Person Customer Service

- Dealing with at-your-desk requests
- The advantages and disadvantages of in-person communication
- Using body language to your advantage

Customer Service Training Course - Lesson 7

Providing Electronic Customer Service

- The advantages and disadvantages of electronic communication

Customer Service Training Course - Lesson 2

Establishing your Attitude

- Appearance counts! (even if not in person)
- The power of the smile
- Staying engaged
- Staying positive

Customer Service Training Course - Lesson 4

Generating Return Business

- Following up
- Addressing complaints
- Turning difficult customers around

Customer Service Training Course - Lesson 6

Giving Customer Service over the Phone

- The advantages and disadvantages of telephone communication
- Telephone etiquette
- Tips and tricks

Customer Service Training Course - Lesson 8

Recovering Difficult Customers

- De-Escalating anger
- Establishing common ground

Sample Customer Service Training Program Outline Template

Shasha Hu

A decorative graphic element consisting of a light blue horizontal bar with a rounded right end, and a red circular shape with a gradient effect positioned behind the bar's end.

Sample Customer Service Training Program Outline Template:

The book delves into Sample Customer Service Training Program Outline Template. Sample Customer Service Training Program Outline Template is an essential topic that needs to be grasped by everyone, ranging from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Sample Customer Service Training Program Outline Template, encompassing both the fundamentals and more intricate discussions.

1. This book is structured into several chapters, namely:
 - Chapter 1: Introduction to Sample Customer Service Training Program Outline Template
 - Chapter 2: Essential Elements of Sample Customer Service Training Program Outline Template
 - Chapter 3: Sample Customer Service Training Program Outline Template in Everyday Life
 - Chapter 4: Sample Customer Service Training Program Outline Template in Specific Contexts
 - Chapter 5: Conclusion
 2. In chapter 1, this book will provide an overview of Sample Customer Service Training Program Outline Template. This chapter will explore what Sample Customer Service Training Program Outline Template is, why Sample Customer Service Training Program Outline Template is vital, and how to effectively learn about Sample Customer Service Training Program Outline Template.
 3. In chapter 2, this book will delve into the foundational concepts of Sample Customer Service Training Program Outline Template. The second chapter will elucidate the essential principles that need to be understood to grasp Sample Customer Service Training Program Outline Template in its entirety.
 4. In chapter 3, this book will examine the practical applications of Sample Customer Service Training Program Outline Template in daily life. This chapter will showcase real-world examples of how Sample Customer Service Training Program Outline Template can be effectively utilized in everyday scenarios.
 5. In chapter 4, the author will scrutinize the relevance of Sample Customer Service Training Program Outline Template in specific contexts. The fourth chapter will explore how Sample Customer Service Training Program Outline Template is applied in specialized fields, such as education, business, and technology.
 6. In chapter 5, this book will draw a conclusion about Sample Customer Service Training Program Outline Template. This chapter will summarize the key points that have been discussed throughout the book.
- This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Sample Customer Service Training Program Outline Template.

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