

Customer Management Strategies (Awareness,  
Acquisition & Retention

*Lisbon (Portugal)*

*24 - 28 February 2025*

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## Customer Management Strategies (Awareness, Acquisition & Retention)

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### Introduction

Good customer service can be considered a big differentiator between firms. While competing products are often similar and can anyway be easily duplicated, good customer service is a holistic system, requiring a sustained organization-wide effort, driven by the top and permeating all aspects of the organisation's culture. The resulting customer-centric organization becomes a formidable competitor whose model cannot be easily copied. In this course, we look at what it takes to build a customer-centric organization.

### Course Objectives of Customer Management Awareness, Acquisition & Retention

- Develop a holistic customer care approach by taking into consideration seven different aspects of the definition of customer service.
- Create objectives and programs to maximize internal customer satisfaction.
- Evaluate the design, implementation, and analysis of customer satisfaction surveys.
- Use customer complaints as the springboard for service improvement.
- Write Service Level Agreements SLAs to ensure clarity and conformance.
- Assess the service aspect of the organization or department through well-chosen Key Performance Indicators KPIs.

### Customer Management Awareness, Acquisition & Retention Course Outlines

#### Day 1

##### Defining and appreciating the customer

- Definition of customer.
- Definition of customer service.
- The internal and external customer.

##### Importance of the internal customer

- The need for motivated employees.
- The need for qualified employees.
- Silo mentality.
- Destroying the silos.

#### Day 2

##### Customer service as a strategic imperative

- From "suspect" to "partner".
- Going up the ladder.

A graphic of a chessboard with several chess pieces (a king, a pawn, and a knight) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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- The 'KANO' model
  - 'Basic' attributes.
  - 'Performance' attributes.
  - 'Delight' attributes.
- The customer-centric organization.
- Customer service as a strategic imperative.
- The 7 practices of a customer-centric organization.

### Day 3

#### Customer satisfaction surveys and other vital tools

- Understanding your customers.
- Principles of customer segmentation.
- Focus groups.
- Customer satisfaction surveys
  - Key terms.
  - Major survey methods.
  - Questionnaire examples.
  - Customer survey guidelines.
  - Types of satisfaction surveys.
  - Basics of sampling.
  - Attributes to measure.
  - Customer satisfaction index.
- 'RATER' in-depth.
- Service quality servqual gaps model.

### Day 4

#### Customer complaints and service recovery

- Facts and their implications.
- Symptom versus cause.
- Root cause analysis.
- Failures do happen.
- The recovery paradox.
- The strategic initiative.
- Tactical activities.
- The 'WOW!' factor.

### Day 5

#### Service Level Agreements SLAs

- Characteristics of effective SLAs.
- Key elements of an SLA.
- Steps in SLA development.
- Quality versus cost.
- SLA metrics.

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KPIs for customer service

- Monitoring performance through key performance indicators.
- The 4 perspectives of the balanced scorecard.
- Impact of the customer perspective.
- Characteristics of good KPIs.
- Building customer service KPIs.

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