BLACKBIRD FOR TRAINING

Customer Service Excellence

26 – 30 July 2027
Brussels (Belgium)



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Introduction

In the competitive landscape of today's business environment, the distinction between companies often lies not in the products or services they offer but in the quality of customer service they deliver. Customer Service Excellence, as part of Customer Service Training, has emerged as a unique and holistic system that necessitates an organization-wide dedication towards creating an environment of exceptional customer service. This not only impacts the definition of excellent customer service but embodies what excellent customer service means in practice. Encompassing the qualities of excellent customer service, this interactive training course delivers profound insights, practical tools, and the latest research into customer behaviors and the psychology of buying.

Attendees will delve deep into the essence of excellence in customer service, learning to understand and meet the needs of both external paying customers and internal colleague customers. The course is meticulously crafted to elevate customer service skills to new heights, focusing on significant aspects such as how to improve customer service skills, the technical skills for customer service, and what embodies good customer service skills. Participants will gain expertise that will enable them to transform customer service experiences, fostering customer retention and augmenting revenue through customer service skill training.

By leveraging social media and customer service strategies, this course also teaches how to engage in authentic dialogues with customers, enhancing brand visibility and creating a customer service-centric culture that focuses on improving customer service. With the added benefit of preparing for customer service certification, attendees will emerge with the capabilities to ensure their companies excel in delivering exceptional customer satisfaction.

Course Objectives

- Explain why customer service excellence is crucial in differentiating a company in today's market.
- Understand the significance of internal customers and how their satisfaction is pivotal to the success of an organization.
- Employ strategies to manage customer expectations and provide experiences that make customers feel valued.
- Deliver enhanced service quickly to boost customer satisfaction and foster enduring loyalty.
- Detect early signs of customer discontent and respond swiftly to overcome challenges and prevent escalation.
- Utilize social media as a tool to increase brand presence and engage in effective communication with customers.



Course Outlines

Day 1: Definitions and Core Concepts

- Reflect on impactful quotations about customer service excellence and their ongoing relevance.
- Discuss the definition of excellent customer service and its consequential role in business success.
- Recognize the essential components required to deliver quality customer service.
- Consider the repercussions of poor customer service on customer loyalty and organizational reputation.
- Examine best practices in customer care across various industries.
- Embrace the concept of internal customer service, enhancing end-to-end service experiences.

Day 2: Managing Customer Expectations

- Dissect the importance of aligning with customer expectations to shape service perception.
- Grasp customer approaches to evaluating service quality.
- Learn communication techniques to either soothe or aggravate customer frustrations.
- Discover 12 strategies to calm upset customers and resolve disputes deftly.
- Apply the RATER model Reliability, Assurance, Tangibles, Empathy, Responsiveness in everyday customer service scenarios.
- Learn how customers progress through different loyalty stages and how to nurture long-term affiliations.

Day 3: Effective Communication Skills for Handling Customers

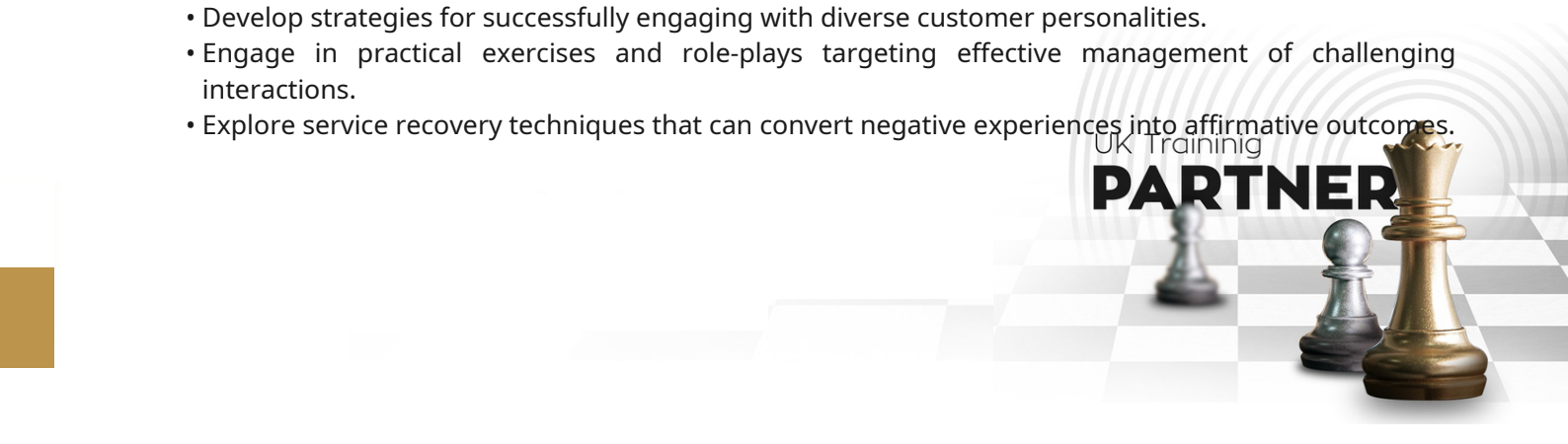
- Build trust and rapport through effective, empathetic communication.
- Understand how tone, language, and pacing influence customer interactions.
- Develop active listening skills to accurately gauge customer needs and concerns.
- Master phone etiquette to assure exceptional customer service delivery.

Day 4: Professional Behavior with Customers

- Comprehend the impact of personal deportment on customer perceptions and contentment.
- Implement beneficial communication strategies that project professionalism and attentiveness.
- Interpret non-verbal cues to refine customer interactions.
- Identify and modulate various behavioral types to improve customer service encounters.
- Explore both exemplary and adverse examples of behavior within customer-facing positions.

Day 5: Dealing with Difficult Customers

- Develop strategies for successfully engaging with diverse customer personalities.
- Engage in practical exercises and role-plays targeting effective management of challenging interactions.
- Explore service recovery techniques that can convert negative experiences into affirmative outcomes.



Why Attend this Course: Wins & Losses!

Attending this Customer Service service excellence training course equips participants with indispensable tools, skills, and strategies to:

- Hone your customer service abilities to provide unwavering, superior service.
- Manage customer expectations proactively to diminish displeasure and amplify allegiance.
- Advance communication prowess, particularly in handling demanding customer situations.
- Utilize social platforms to foster constructive customer relationships and loyalty.
- Grasp the cost implications of inadequate customer service and learn to avert these failings.
- Elevate customer satisfaction and drive revenue by delivering peerless customer experiences.

By harnessing the knowledge imparted by this course, you can significantly affect your enterprise's customer satisfaction levels, spurring enhanced customer loyalty and amplified profit margins. This opportunity to gain a competitive edge through mastery of Customer Service Excellence is one not to be overlooked.

Conclusion

For those aiming to lift their customer service competencies, improve customer satisfaction, or forge durable customer loyalty, the Customer Service Excellence course is the ideal launch pad. It provides profound insights and actionable strategies that will have a lasting effect on your career and the triumph of your company.

Enroll today to learn how to deliver excellent customer service that will distinguish your business and foster long-term growth and success!

