

Customer Service Training

Those who work on the front lines of customer service never know what new and unexpected challenges await them each day. But they do know one thing--they will be needed. But how can you prepare for the unexpected? How can customer service reps get the training and confidence required to tackle the unknown?In Be Your Customer's Hero, internationally recognized customer service expert Adam Toporek provides the answers to preparing for the surprises awaiting the CSR. Through short, simple, actionable advice, in quick, easy-to-read chapters, this invaluable guide shows customer-facing CSRs how to:

- Achieve the mindset required for Hero-Class™ service
- Understand the customer's expectations--and exceed them
- Develop powerful communication skills
- Avoid the seven triggers guaranteed to set customers off
- Handle difficult and even irrational customers with ease
- And more

Armed with the tools and techniques in this invaluable resource, readers will have all they need to transform themselves into the heroes their customers need.

The Trainer's Workshop Series is designed to be a practical, hands-on roadmap to help you quickly develop training in key business areas. Each book in the series offers all the exercises, handouts, assessments, structured experiences and ready-to-use presentations needed to develop effective training sessions. In addition to easy-to-use icons, each book in the series includes a companion CD-ROM with PowerPoint™ presentations and electronic copies of all supporting material featured in the book. Customer Service Training provides practical, hands-on guidance to help you quickly develop customer service training. Dozens of field-tested exercises, games, activities, icebreakers and assessment instruments help you teach employees the importance of customer service and improve their performance. Contains exercises, handouts, assessments and tools to help you:

- create fantastic customer service to meet your specific needs
- raise the bar for service excellence
- become a more effective and efficient facilitator
- ensure training is on target and gets results

"This book is a complete training programme. Its practical learning activities and embedded assessment tools will help any company understand that first-rate training equals first-rate customer service."
Fred S. Anton, Chief Executive Officer, Warner Bros. Publications
Other books in this series: Leadership Training, New Supervisor Training, New Employee Orientation Training, Leading Change Training.

Note: There is a newer version of this book available. Please look up ISBN 978-0983660736. A real-world, plain-language how-to guide for delivering amazing customer service to end-users. Now in its second edition, The Compassionate Geek was written by tech people for tech people. There are no frills, just best practices and ideas that actually work! Filled with practical tips, best practices, and real-world techniques, The Compassionate Geek is a quick read with equally fast results. Here's what you'll find: Best practices for communicating with email, including examples The four intrinsic qualities of great service providers Best practices for communicating using chat and texting Ten tips for being a good listener Two practical ways to keep your emotions in check A flow chart for handling user calls What to do when the user is wrong How to work with the different generations in the workplace All of the information is presented in a straightforward style that you can understand and use right away. There's nothing "foo-foo," just down-to-earth tips and best practices learned from years of working with IT pros and end-users.

Let's face it, dealing with customers isn't easy. They aren't always right--or even pleasant. But experienced business author Renée Evenson ensures you always have the right words to defuse tense interactions. In Powerful Phrases for Effective Customer Service, she covers thirty challenging customer behaviors and twenty common employee-caused negative encounters to teach readers how to assess circumstances, choose one of many appropriate responses, and confidently and consistently deliver customer satisfaction. Helpful sample scenarios and tangible instructions bring the phrases to life, while detailed explanations bolster your confidence so that you'll have the right words as tools at your disposal and the skills to take action and deliver those words effectively. Practical and insightful, Powerful Phrases for Effective Customer Service ensures you'll never again be at a loss for what to say to customers. By incorporating language that communicates welcome, courtesy, rapport, enthusiasm, assurance, regret, empathy, and appreciation, you'll not only be capable of overcoming obstacles--you'll strengthen all facets of your customer service.

The Big Book of Customer Service Training Games

Amaze Every Customer Every Time

Customer Service Management in Africa

Real-World Tips and Techniques for the Service Front Lines

Customer Service Management Training 101

20 Training Workshops for Customer Service

How do you build a business that thrives during good times and bad? Is there a strategy that can set up your company up for success, no matter what curveballs the world may throw your way? There is: Turn customers into repeat customers, and turn repeat customers into loyal customers. Renowned customer service and experience expert Shep Hyken maintains that delivering an amazing customer service experience that keeps customers coming back for more is everyone's job. Customer service is not a department. It's not just for people on the front lines. It's the responsibility of everyone in the organization, from the CEO or owner of a business to the most recently hired employee. It's the result of a customer-focused philosophy that must be baked into the culture. And it is what separates you from your competition. In I'll Be Back you will learn... How to design and create an experience that gets customers to return, again and again The one trackable trend that leaders must monitor every morning The difference between repeat customers and loyal customers How to build the I'll Be Back culture How delivering an amazing customer experience is within the reach of every organization The two simple words that are the secret to every customer service program Why most "loyalty programs" fail to create customer loyalty How to personalize the customer experience Why setting up or expanding self-service and digital customer service choices are a must, not an option Ten loyalty killers that can terminate your relationship with your customers And much more! This book includes the must-have tools, tactics and strategies you need to get your customers to say, "I'll be back!"

Everyone knows that the best way to create customer loyalty is with service so good, so over the top, that it surprises and delights. But what if everyone is wrong? In their acclaimed bestseller The Challenger Sale, Matthew Dixon and his colleagues at CEB busted many longstanding myths about sales. Now they've turned their research and analysis to a new vital business subject--customer loyalty--with a new book that turns the conventional wisdom on its head. The idea that companies must delight customers by exceeding service expectations is so entrenched that managers rarely even question it. They devote untold time, energy, and resources to trying to dazzle people and inspire their undying loyalty. Yet CEB's careful research over five years and tens of thousands of respondents proves that the "dazzle factor" is wildly overrated--it simply doesn't predict repeat sales, share of wallet, or positive word-of-mouth. The reality: Loyalty is driven by how well a company delivers on its basic promises and solves day-to-day problems, not on how spectacular its service experience might be. Most customers don't want to be "wowed"; they want an effortless experience. And they are far more likely to punish you for bad service than to reward you for good service. If you put on your customer hat rather than your manager or marketer hat, this makes a lot of sense. What do you really want from your cable company, a free month of HBO when it screws up or a fast, painless restoration of your connection? What about your bank--do you want free cookies and a cheerful smile, even a personal relationship with your teller? Or just a quick in-and-out transaction and an easy way to get a refund when it accidentally overcharges on fees? The Effortless Experience takes readers on a fascinating journey deep inside the customer experience to reveal what really makes customers loyal--and disloyal. The authors lay out the four key pillars of a low-effort customer experience, along the way delivering robust data, shocking insights and profiles of companies that are already using the principles revealed by CEB's research, with great results. And they include many tools and templates you can start applying right away to improve service, reduce costs, decrease customer churn, and ultimately generate the elusive loyalty that the "dazzle factor" fails to deliver. The rewards are there for the taking, and the pathway to achieving them is now clearly marked.

Take Care of Your Customers--or Someone Else Will! Legendary Service Great customer service is a concept organizations love to be known for. Yet most people consider the service they receive to be average, at best. Successful companies make the connection between legendary customer service and a thriving business--they recognize that the way employees treat customers is directly related to the way managers treat employees. Kelsey Young is an optimistic but disillusioned sales associate working her way through college. Her world opens up when one of her professors challenges her to create a culture of service at her workplace by putting the five components of Legendary Service into practice. Although Ferguson's, the store where Kelsey works, certainly isn't known for service excellence, Kelsey believes she can make a positive difference. She quickly learns that culture change isn't easy--and that her role as a frontline employee is more significant than she ever could have imagined. In characteristic Blanchard style, Legendary Service: The Key Is to Care is a quick and entertaining read for people at all organizational levels in every industry. When applied, its lessons will have a profound impact on the service experience your customers will receive. Whether a CEO or a part-time employee, every person can make a difference--and customer service is everyone's job. PRAISE FOR LEGENDARY SERVICE: "Read this book and establish a service culture in your organization." -- Horst Schulze, Chairman/CEO, Capella Hotel Group "Legendary Service has great learnings for people at all organizational levels: for executives and managers, the value of a service culture; and for frontline staff, the reality that they are the face of the company and can make a difference. Legendary service--it's everyone, always." -- Mark King, CEO and President, TaylorMade Golf "Everything I know about service I learned from my career at Hilton Hotels, Marriott International, The Walt Disney Company, and Ken Blanchard. The One Minute Manager dramatically changed my thinking 32 years ago. Legendary Service will teach the next generation how to deliver sensational service. Buy it, study it, implement it." -- Lee Cockerell, Executive Vice President, Walt Disney World (Retired & Inspired), and author of Creating Magic and The Customer Rules "Kathy Cuff and Vicki Halsey have created a fantastic customer service model called ICARE. When you add their voices to that of the master storyteller Ken Blanchard, you have a masterpiece entitled Legendary Service. It is a must-read for everyone who, like me, has a passion for service." -- Colleen Barrett, President Emeritus, Southwest Airlines, and coauthor of Lead with LUV "Ken Blanchard has done it again and delivered the right book at the right time. Legendary Service provides the essentials of hospitality and servant leadership in a way that everyone can adopt--right now--today!" -- John Caparella, President and COO, The Venetian, The Palazzo, and Sands Expo "Ken, Kathy, and Vicki show us how to change everyday service events into memorable experiences. Their book is a must-read for anyone unwilling to accept mediocrity." -- Leonardo Inghilleri, coauthor of Exceptional Service, Exceptional Profit

Here are over two dozen ready-to-use innovative activities that help trainers and managers teach the basics of providing great customer service. Each fun, engaging training game takes just 15-30 minutes to implement. With step-by-step instructions for facilitators and reproducible participant handouts, these activities provide concrete techniques for: maintaining a positive service attitude: speaking and communicating clearly; honing superior telephone skills; learning the best approaches to dealing with difficult customers; and other essentials to successfully provide great front line customer service.

I'll Be Back

Delivering Customer Service for Better Patient Satisfaction

Evidenced-Based Training for Skilled Nursing Homes, Assisted Living Facilities and Anyone Working With the Elderly

Training, Tools, Tips, and Techniques

The Compassionate Geek

Conquering the New Battleground for Customer Loyalty

Practical, concise help for dealing with customers: The book and its accompanying eLearning course and Certification paves the way for the Best Customer Experience by Redefining and Improving Customer Experience: An Innovative Strategy by the Industry Leader in Effective Customer Service Training. We deal with Excellent, and not-so-good customer service every day. Customer Service is always on the agenda. However, these two words involve so much more than simply serving customers. It is solving problems, reassuring the uncertain, calming the infuriated, finding the lost and fixing the broken. The customer service professional is required to be jack-of-all trades to satisfy the expectations of the customer and promises of the company. Organizations know that their customer service staff are the frontline of their business. Sales positions are no longer filled with the unmotivated, the unfriendly, the unhelpful and the untrained personnel from yesteryear. They are the point of make-or-break sales and there is now a greater emphasis and importance on maintaining and improving high quality customer service and staff. Research has shown highly successful service organizations have lower marketing costs, fewer upset customers and more repeat business - customers are "voting with their feet" which is key when customer loyalty has become obsolete. An added bonus to good service is morale, job satisfaction is higher, and employee absenteeism and turnover are lower. This Customer Service Intermediate Certification Kit builds on the Foundation level, with this specific focus on Customer Service: - Customer Service and Contact Centers - Communication Strategies - Customer Relationship Management - Delivering Presentations and Public Speaking - Customer Service and Sales - Building Relationships with Customers - Customer Service and Retail - Conflict Resolution - Decision Making and Assertiveness

Mark Copeman is a serial entrepreneur and was co-founder of Customer Thermometer, the customer satisfaction tool. He has spent two decades developing customer relationships, building a helpdesk and working with 100's of customer service organisations across the world. During this time, he has discovered the single most important ingredient to delivering exceptional customer service - habit creation and embedding. Mark's formula for success will not only transform how you work, but will also make you a happier and more successful customer service professional. Through his unique framework, he shows you how to create and embed 50 new habits, transforming how you deliver customer service, whether by phone, email or chat. Learn the importance of harnessing habits Develop the right attitude towards your role Understand the importance of human customer service Learn how to communicate effectively See how tiny adjustments in phrasing can win the day Become skilled in empathy and rapport Be assured it's OK to have a personality Read and implement with your team today and turn your helpdesk into a feature, not an overhead.

Increase the creativity and skill level of customer service representatives, demonstrate what excellent customer service is, provide insights and practice to improve customer service, develop your own organization's bank of customer service learning situations.

Outlines ten practical principles for increasing the effectiveness of any business organization, based on the author's years at Disney World.

Increase Your Revenues, Grow Your Business and Create Raving Fan Customers for Life

Be Your Customer's Hero

How to Get Customers to Come Back Again & Again

Training Library Staff to Exceed Expectations

Helpdesk Habits

Management 3.0

If their interactions with you and your employees were the only things your customers knew about your business, what would they say about it? Would they use descriptions such as " uninformed," " rude," " hot-tempered," " uncaring" ? For your customer, nothing else represents your business more than your employees; therefore, for you nothing should be more important than arming these essential employees with the knowledge and skills they need to find the best solution for each and every customer.Whether you're a manager, owner, or employee, Customer Service Training 101 is the training manual you need to give your employees the thorough training, review, and--if necessary--overhaul they need in the vitally important area of customer service. The completely revised and updated third edition addresses every aspect of face-to-face, phone, online, social media, and self-service interactions. Using scenarios, guidelines, and practice exercises, this all-encompassing resource will train them in:

- Creating positive first impressions
- Speaking and writing effectively
- Listening attentively
- Identifying needs
- Making customers feel valued
- Confidently handling customer complaints
- And more

Your business plan is sound. Your product is needed. Your growth strategies are ground-breaking. But poor customer service can bring it all to a crashing halt. Equip you and your employees with the necessary skills before it 's too late.

Reinforce your customer service skills! The best customer service professionals know it takes consistent focus to serve customers at the highest level. Whether you want to deliver world-class customer service or just get back to the basics, Customer Service Tip of the Week is your resource for proven tips, ideas, and techniques. Thousands of customer service professionals from all around the world read the weekly Customer Service Tip of the Week email. Now you can get more than 52 of the most popular tips all in one book. Use these tips to build rapport, exceed customer expectations, and solve tough problems. Select tips by category, by specific challenge, or just go in order. Each tip includes a short explanation plus practical suggestions. Focus on one tip per week to sharpen your skills over time. Customer service leaders will find additional resources for sharing the tips with your team! All prospects lie, all the time. Never ask for the order. Get an I.O.U. for everything you do. Don't spill your candy in the lobby. Until now, these unique rules (and 45 more) were given out only to Sandler Training clients in special seminars and private coaching. After three decades of proven success, the secrets are out in "The Sandler Rules". And when salespeople know the rules, they get results. Early in his sales career, David Sandler observed that some salespeople work hard and struggle for every deal, while others consistently, and almost effortlessly, uncover new opportunities and close sales. Why is it, he wondered, that two salespeople selling the same product in the same market can have such different results? Are great salespeople born with a special gift -- perhaps the right personality? Were they better educated? Did they have more experience? Were they just lucky to find themselves in the right places at the right times with the right people? No, they simply understood human relationships. Using Eric Berne's Transactional Analysis, Sandler devised a selling system and distilled forty-nine unforgettable rules that are frank, sometimes fun, and always easy to put to use. Sandler Training CEO David Mattson, coauthor of "Five Minutes with VITO", delivers this fresh and often funny guidebook, filled with real-world tactics for successful prospecting, qualifying, deal-making, closing, and referral generation.

The success of any organization depends on high-quality customer service. But for companies that strategically align customer service with their overall corporate strategy, it can transcend typical good business to become a profitable word-of-mouth machine that will transform the bottom line. Drawing on over thirty years of research for companies such as 3M, American Express, Chik-Fil-A, USAA, Coca-Cola, FedEx, GE, Cisco Systems, Neiman Marcus, and Toyota, author Goodman uses formal research, case studies, and patented practices to show readers how they can:

- calculate the financial impact of good and bad customer service
- make the financial case for customer service improvements
- systematically identify the causes of problems
- align customer service with their brand
- harness customer service strategy into their organization's culture and behavior

Filled with proven strategies and eye-opening case studies, this book challenges many aspects of conventional wisdom--using hard data--and reveals how any organization can earn more loyalty, win more customers...and improve their financial bottom line.

Customer Service Intermediate Level Full Certification Kit - Complete Skills, Training, and Support Steps to the Best Customer Experience by Redefining and Improving Customer Experience

Managing the Customer Experience to Increase Positive Word of Mouth, Build Loyalty, and Maximize Profits

Perfecting the Art of Customer Service

Leading Agile Developers, Developing Agile Leaders

Strategic Customer Service

Quick and Easy Techniques that Get Great Results

From librarians to volunteer workers, staff to student workers, all library personnel need to deliver great customer service. This book presents innovative instructional methods that will inspire you to take a fresh approach to customer service training.

- Provides model staff training programs that have been proven successful in real-world applications
- Addresses how to improve the delivery of customer service at all levels of personnel--librarians, general staff, student workers, and volunteers
- Includes guidelines on re-training and evaluation of customer service training needs

Rob Anderson has taken a fresh new approach to service of the elderly. His concise and clear suggestions and helpful check lists should make every front office, manager and nurse more effective and empathetic.

Introduces a realistic approach to leading, managing, and growing your Agile team or organization. Written for current managers and developers moving into management, Appelo shares insights that are grounded in modern complex systems theory, reflecting the intense complexity of modern software development. Recognizes that today's organizations are living, networked systems; that you can't simply let them run themselves; and that management is primarily about people and relationships. Deepens your understanding of how organizations and Agile teams work, and gives you tools to solve your own problems. Identifies the most valuable elements of Agile management, and helps you improve each of them.

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.

Quick, Fun Activities for All Customer Facing Employees

Legendary Service: The Key is to Care

A Guide for Applying Disney World's Secrets of Success to Your Organization, Your Career, and Your Life

A Study of the Need for Customer Service Training Programs for Entry-level Customer Service Employees in the Printing Industry

Powerful Phrases for Effective Customer Service

Uplifting Service

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.

Elevating Customer Service in Higher Education provides an in-depth guide by three practitioners with decades of combined experience in the higher education and hospitality sectors. Our authors are deeply embedded in customer service initiatives and have certified hundreds of higher-ed professionals at Academic Impressions' customer service trainings and on-campus workshops. In this guide, our authors will walk you through: Core service competencies Strategies for supporting frontline staff in enhancing customer service Examples of customer service scripts for dialogue, phone, voicemail, and email Detailed guidelines for creating physical environments on campus that facilitate better service Worksheets and tools for auditing policies and practices that impact customer service Tips for cultivating faculty and staff buy-in Examples of exemplary customer service initiatives at other colleges and universities REVIEWS "Elevating Customer Service should be read by every administrator who cares about retention and service excellence." - Neal Raisman, N. Raisman & Associates "In today's competitive market in higher education, a partnership between academics and customer service is key to attracting and retaining students. This handbook shows practitioners how to enhance service excellence while maintaining academic integrity." - Bill Destler, President Emeritus, Rochester Institute of Technology "How refreshing and encouraging it is to read a book about customer service on today's college campuses. The reality is higher education today is rapidly changing and models of leading a university are significantly altered in today's environment. Customer service can no longer be viewed as a negative concept on our campuses. Rather, such service is mandated today in whatever form one wishes to call it. Students, parents, employers, and college employees are demanding it. Implementing such measures that change a campus's culture may mean the difference between those colleges that survive and those that do not. The foundations of quality service discussed in this book should be mandatory reading for all college administrators." - David DeCenzo, President, Coastal Carolina University "This insightful book provides a step-by-step guide to assess,

evaluate, and implement strategies to improve the effectiveness of any department or division within the academy. The authors provide valuable information and a workable template to enhance the student experience on campus and ultimately improve retention, and recruitment efforts in an era in which colleges and universities are fiercely competing to attract and retain students." - Jim Pillar, Associate Vice President of Housing, Monmouth University "This really made me think about our office environment and how we can work toward improving not only the student experience but the front-line staff experience as well. It truly is a practical guide with relevant activities and things to consider." - Kerri Wilson, Director of Off-Campus Living and Community Partnerships, Rutgers University-New Brunswick

Practical, concise help for dealing with customers: The book and its accompanying elearning course and Certification begins with outlining several customer service techniques, and describes each of them. Some are very basic, and some are more advanced, particularly those that deal with dealing with angry customers, or preventing problems with customers from escalating and becoming time consuming. But that's not only the meat of the book, or what makes the book so useful. The book contains dialogues between customers and staff, showing how the various situations SHOULD be handled. Each one is to the point and the information for each one can be assimilated and learned from in a very few minutes. This book can be used in so many ways. You can sit and read it through. You can browse it and just read the parts that you want help with. You can read one or two dialogues, and learn one or two skills a day, since each segment really stands on its own. It's a great source book to use in customer service training, because it's all there -- techniques, and how to use them. It's quick to learn from. And it's real. The dialogues will strike home with you. You've had most of these situations - There is no better, faster book to learn how to deal with customer (especially the difficult customers), it's a One Stop Shopping for ideas, you won't be disappointed in this one: Customer service is for everyone. How can you inspire and rejuvenate your workforce? For supervisors who need to motivate their teams to provide excellent customer service, or for trainers in the workplace, this book will be welcome. By feeding manageable exercises that they can take back to work, You'll see creativity born of empowerment that can make a difference. Applicable in any job, accomplishment in customer service are those which the new employer will want to hear about. Addressing the dynamics of employees dealing with both internal and external customers, there are many ten-minute exercises, appropriate for new employee orientation, warm-ups for staff meetings, or launches for all-day training times, this book provides practical hints and easy-to-reproduce hand-outs without overloading the reader with theory. It's easy to satisfy low expectations and it doesn't mean very much. You have to create Customers who tell others how wonderful you are. You want everyone in your company focused on customers. Focused on creating stories your customers can tell others. This book gives you the road map to do it, all wrapped up in easy lessons. - Reveal Your Best Customer: reveal customer insights allowing you to provide more value. - Improve Customer Service with Customer Service Training. - Use it for Customer Service Rep call center and customer support training programs. - Create Expert, reliable customer support.

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.

Over 700 Ready-to-Use Phrases and Scripts That Really Get Results

Over 52 Ideas and Reminders to Sharpen Your Skills

The A-Z of Service Excellence

Customer Service Foundation Level Full Certification Kit - Complete Skills, Training, and Support Steps to Remarkable Customer Service

The Effortless Experience

50 Activities for Achieving Excellent Customer Service

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.

Kaufman takes you on a journey into the new world of service. Learn how the world's leading companies have changed the game, and how you can successfully follow this path to an uplifting service transformation.

Does the job you have (or the job you want) require customer interactions? Do you want to handle difficult customers with ease? Do you long for recognition of your customer service skills?

Do you know what it takes to be a customer service professional?

There is much more to providing security services than just protecting people and their possessions. Most often instilling a feeling of safety in the minds of people is equally or even more important. How you are viewed in the eyes of others can make all the difference in the world. It can mean the difference between having your instructions, rules and procedures followed or having them disregarded or ignored which can cause huge problems during times of emergency. Customer Service Training for World-Class Security Officers gives you the information you need to create the ideal impression in the minds of those we are charged with protecting. Learn how to interact with people, handle difficult situations and improve the relationship between the Security Professional and the public. This manual requires no special skills or experience and it is written in a very easy to understand manner. It is written by the Customer Service Training Institute, a creator and producer of Customer Service Training materials and programs for over 25 years. It is based on their "Self-Paced" training system which ensures that no one gets left behind and nothing gets lost in the training process. In other words, you can the knowledge you need at a pace that is comfortable and effective for you.

Rockstar Service. Rockstar Profits

The Sandler Rules

Elevating Customer Service in Higher Education

Building a Service Culture

101 Ways to Improve Customer Service

A Strategic and Operational Perspective

This text introduces a customer service programme that has been applied, refined and customized in many top businesses. It explains in practical terms how you can build a service culture into your business.

Now, for the first time, one element of the methods behind the magic that is the Walt Disney World Resort--quality service--is revealed. The book outlines proven Disney principles and processes for helping an organization focus its vision and align its people into a strategy that delivers on the promise of exceptional customer service.

RockStar Service, Rockstar Profits reveals a new, fast, easy way to increase revenues, grow a business, and create loyal customers for life. Imagine for a moment that your favorite artist, musician, group or rock star came into your office or called you today requesting your product or service. What would you say to them? What would you do to serve them? Now ask yourself: When was the last time I treated a customer or a client like a rock star? What would it do for your business if you treat every customer and client like a rock star? Rockstar Service, Rockstar Profits shows business owners, executives, customer service reps, and others a more effective way for their team to deliver world-class, rockstar customer service to their customers. Inside, business coach David Brownlee teaches how to build rapport in 60 seconds or less, create customized customer service strategies to implement immediately, and how to look at customers in a new light. Rockstar Service, Rockstar Profits reveals how to increase revenues, grow a business, and create raving fans--clients that will never leave.

Help your employees to excel in dealing with the public with this stimulating, fun-filled collection of customer service training games. Designed not only to teach important skills but also to spark enthusiasm and a high level of involvement in the participants, these games utilize entertaining and instructive techniques such as role-playing, charades, brainstorming, and debate. As a result of these exercises, employees will learn how to create a rapport with the customer, how to focus on the unique needs of individual customers, how to maintain a positive attitude, and more.

Customer Service Excellence for World-Class Security Officers

Customer Service Training

Be Our Guest

Mastering Customer Service for I. T. Professionals

Customer Service Tip of the Week

Customer Service

"Customer Service, 4/e" by Lucas features how-to topics for the customer service professional. It covers the concepts and skills needed for success in business careers, including listening techniques, verbal and nonverbal communication, and use of technology. Emphasis is given to dealing with customer service problems and how to handle conflicts and stress. Insights and tips are also provided for customer service supervisory personnel

*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.*

*Becoming a great customer service manager requires a mastery of skills beyond those needed by frontline employees. Filled with the same accessible, step-by-step guidance as Customer Service Training 101, this user-friendly book shows readers how to develop the skills they need to communicate, 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 * Monitoring performance * Conducting meetings * Managing challenges * Listening * Verbal, nonverbal, and written communication. Readers will learn to identify their personal management style, develop core leadership qualities, and efficiently focus on their own development as managers. Packed with checklists, "real world" practice lessons, and examples of the right and wrong ways to do things, this is the one book every customer service manager needs to thrive. You must deliver an amazing customer experience. Why? It is the competitive edge of new-era business--in any market and any economy. Renowned customer experience expert Shep Hyken explains how consistently amazing customers through stellar service can elevate your company from good to great. All transformations require a role model, and Shep has found the perfect role model to inspire your team: Ace Hardware. Ace was named as one of the top ten customer service brands in America by Businessweek and ranked highest in its industry for customer satisfaction. Through revealing stories from Ace's over-the-top work with customers, Shep explores the five tactical areas of customer amazement: leadership, culture, one-on-one, competitive edge, and community. Delivering amazing service requires everyone in your organization to step up and be a leader. It doesn't take a title. It takes the right set of tools and principles. To help you empower employees at all levels, Shep brings the content to a deeply practical level. His 52 Amazement Tools--like "Ask the extra question" and "Focus on the customer, not the money"--are simple, clear, useful for almost anybody, and supported with compelling research and stories. Between these covers, you will find the tools and tactics you need to transform your company into a seriously customer-focused operation that will amaze every customer every time.*

Long Term Care Customer Service Instructor's Guide

Stellar Customer Service: Training Library Staff to Exceed Expectations

The Essential Guide to Becoming a Customer Service Professional

The Customer Service Training Tool Kit

Become a Helpdesk Superhero and Make Yourself Indispensable.

The Proven Path to Delighting Your Customers, Colleagues, and Everyone Else You Meet

Customer Service Management in Africa: A Strategic and Operational Perspective (978-0-367-14337-4, K410515) "Customer Service is Changing!" The message of 34 authors featured in Customer Service Management in Africa: A Strategic and Operational Perspective is clear: Today's consumers are no longer 'passive audiences' but 'active players' that engage with businesses at each stage of product or service design and delivery systems. Consumer demands and expectations are also increasingly being dictated by changing personal preferences, enhanced access to information and expanding digital reality. The customer service principles - strategic and operational - advocated by these authors are universal, but particularly compelling as they apply to Africa's unique and dynamic operating environment. In recognition of the importance of excellent customer service, this comprehensive and well-timed book provides an essential guide on the increasing role of the customer to business success. This book discusses the management and delivery of customer service under seven broad themes: Customer Service as Shared Value, Customer Service Strategy, Customer Service Systems, Customer Service Style, Customer Service Culture, Customer Service Skills and Customer Experience - Advancing Customer Service in Africa. Central questions posed and addressed include: What is the new definition of customer service management? How should organisations position themselves to create value for customers and stakeholders? How should employees project themselves to align with customer service promises made by their organisations? Overall, this book provides strategic and operational insights into effective customer service management in Africa. The customer service management concepts, roles and practices outlined, particularly as they apply to the African context, make it an important addition to scholars' or practitioners' reference works.

Patients Plus

52 Tools for Delivering the Most Amazing Customer Service on the Planet

Skills for Success

Customer Service Training 101

Lessons from the Mouse

A Practical Guide