



Training Seminars & Conferences



An Intensive 5-Day Training Seminar On

# Customer Management Specialist

(Managing Service Quality and Customer Satisfaction)

22 - 26 Mar 2021, London  
13 - 17 Sep 2021, Beijing



 View Details

[www.euromatech.com](http://www.euromatech.com)

An ISO 9001:2015  
and ISO 29993:2017  
Certified Company

# Customer Management Specialist

(Managing Service Quality and Customer Satisfaction)

## INTRODUCTION

Customers always were the life-blood of any enterprise. The rise of Internet technologies and especially Social Media has re-shaped the entire business environment, destroying many traditional points of Strategic Differentiation and making the Customer Experience, the central point of their Strategy. The Customer Experience is the last sustainable Strategic Battleground. To survive in this New World, companies must use skills, tools and techniques to ensure the Customer's Experience is front and centre in their proposition.

The strategic goal for any enterprise must be to understand what the customer decides is quality and then to be able to produce and deliver that quality in a consistent, cost-effective manner.

In this EuroMaTech training course, you will:

- Learn about Customer Service and Quality Management Tools
- Learn how to improve Customer Satisfaction
- Improve your people skills
- Learn how to proactively manage and control expectations
- Develop tools and models to enable you to consistently deliver a high-quality product or service to both internal and external customers.
- Understand how to thrive in this new world of SEO, Social Media and Instant, 'Always on' peer-review

## PROGRAMME OBJECTIVES

- Describe how to use Quality Management tools and methods
- Build strong customer relationships
- Help influence and set customer expectations
- Measure their own degree of customer focus and be able to apply a variety of methods to get closer to the customer
- Implement improved people skills to enhance customer service
- Improve service to internal customers as well as external customers
- Use skills to build effective relationships.
- Develop Strategies and Skills for harnessing Internet and Social Media tools to create and maintain meaningful and sustainable relationships with Customers

## ILM CERTIFICATION

The Customer Management Specialist training course is endorsed by ILM. Delegates will complete an assessment at the end of this training course and, if successful, will receive an additional certificate from ILM. The assessment will focus on the topics covered by this EuroMaTech training course.

## WHO SHOULD ATTEND?

- Directors and those responsible for Profitable growth within the Organization.
- All business professionals in customer facing positions or with specific responsibilities for Service Quality and Customer Satisfaction
- Personnel new to the role, as well as more experienced officers seeking to examine and enhance their service quality and customer satisfaction skills
- Marketing professionals looking for a compelling strategic edge in the market
- Team leaders looking to relate to their teams and to higher management

## TRAINING METHODOLOGY

The Customer Management Specialist training course will be highly participative and will include a wide range of methods including presentations, discussions, videos, case studies and exercises. We will look at examples of Global Best Practices in the use of Social Media tools and tactics in Customer Relationship Management. Where appropriate, these will include real issues brought to the training course by delegates.

## PROGRAMME SUMMARY

After completing the Customer Management Specialist training course, delegates will be equipped with the tools, models, skills and confidence to improve and enhance current practices, develop new processes and monitor their success.

This EuroMaTech training course will help delegates become customer service champions and equip them with the appropriate confidence, skills and tools to turn any department into a world-class service provider and the envy of all other internal customers.



*ILM is one of the largest specialist Institutes for leadership & management development. EuroMaTech is a life-time Approved Centre with ILM (ID No. 002398) and have gained ILM Endorsement for a number of training seminars, allowing participants to get ILM Certificate through work-based training sessions.*

# PROGRAM OUTLINE

## DAY 01

### Introducing Quality Management and Customer Services

- Introduction to Quality Management
- The history of Quality in Business
- Basic Quality Concepts
- What is it that Customers Want
- How can we calculate the total cost of Quality
- Customer satisfaction is a perception and can be managed
- Setting Customer Expectations
- Changing Internal Perceptions
- Getting Closer to Customers, Understanding Value
- Understanding Customer Needs and Expectations
- Commitment Starts at the Top of the Organisation

## DAY 02

### Service Quality Tools & Techniques

- Five steps to Effective Quality Management
- Beginning with measurement
- Then we need methods of Control
- Continuous Improvement
- Service Quality Tools and Techniques
- Tools and approach to be used to include
  - » Integrated Quality Management Systems
  - » ISO
  - » Balanced Scorecard
  - » Six Sigma
  - » Questionnaires
  - » Pareto Analysis
  - » Nominal Group Technique
  - » Cause and Effect Analysis
  - » Solution Effect Analysis
  - » Selection Grid

## DAY 03

### Managing Customer Expectations

- Exceeding customer expectations every time
- Determining how to exceed expectations
- It's the little things that matter – *increased satisfaction at minimal cost*
- Asking for feedback on performance
- Ongoing evaluation of effectiveness to ensure satisfaction
- Maximise the value you deliver
- Understanding different customer styles

## DAY 04

### People Skills to Deliver Excellent Customer Service

- Back to basics – *communicating with our customers*
- Identify Listening Styles for you and your customer
- Building Rapport
- Influencing skills
- Persuasion techniques
- Dealing with Difficult Customers
- Understanding Customer Behaviours
- Understanding where Anger comes from
- Developing Emotional Intelligence

## DAY 05

### Operating Virtually & Making it Happen

- Best Practices in using Social Media
- Search Engine Optimization Masterclass
- Using the tools, models and techniques discussed so far in 2 case studies
  - » A Real-Life case study (*in small teams*)
  - » Your own work situation (*in same-company groups or alone*)
- Producing a Plan of Action to take back to the office
- How to improve customer satisfaction in 5 quick steps

## IN-HOUSE TRAINING

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on [inhouse@euromatech.ae](mailto:inhouse@euromatech.ae) for further information and/or to receive a comprehensive proposal.

## QUALITY CERTIFICATIONS & ACCREDITATIONS



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✓	Date	Venue	Fee(\$)
	22 - 26 Mar 2021	London	US\$5,950
	13 - 17 Sep 2021	Beijing	US\$5,950

*This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).\**

## Your Details

Name (Mr/Ms):.....  
Position:..... Organisation:.....  
Address:.....  
.....  
City / Country: .....  
Telephone / Fax: .....

## Mode Of Payment

- Please find enclosed a cheque made payable to EuroMaTech  
 Please invoice me  
 Please invoice my company as follows:

Contact Name: .....  
Company Name: .....  
Address:.....

### Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition, a special note pad to facilitate note taking will be provided.

### Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

### Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

### Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

### Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, Contact Your Nearest EuroMaTech Office.

### Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

### Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

**\*VAT Announcement:** The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.

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