

# Factors that contribute to good phone customer service



The agent works  
to understand  
the problem



The agent can  
resolve the customer  
issue quickly



The customer is  
left happy after  
the end of the call

# Good Telephone Customer Service Skills

**Peter Murley**



## **Good Telephone Customer Service Skills:**

**Best Practices in Customer Service** John A. Woods,1999      **Customer Service Best Practices** Ron Zemke,1998

**Technical Communication Skills** Mr. Rohit Manglik,2024-03-20 EduGorilla Publication is a trusted name in the education sector committed to empowering learners with high quality study materials and resources Specializing in competitive exams and academic support EduGorilla provides comprehensive and well structured content tailored to meet the needs of students across various streams and levels      *Gower Handbook of Customer Service* Peter Murley,1997 This new Gower Handbook covers an area of management that is now regarded as fundamental to the success of any organization whether it is in the private or the public sector A team of experienced professionals and practising managers have pooled their expertise to provide nearly 50 chapters of current best practice in all aspects of customer service management making this a valuable addition to the renowned Gower Handbook series      *Managing Customer Service* Jenny Hayes,Frances Dredge,1998 Jenny Hayes and Frances Dredge offer a concise introduction to the business reasons for building good relationships with customers and also examine the management framework of customer service      Customer Service United States. General Accounting Office,2000      Practical Handbook of CUSTOMER SERVICE OPERATIONS Warren Blanding,2012-12-06 Even the most casual reader leafing through the pages of this book will quickly realize that it is not the thoughts of one individual set down on paper but rather the synergism of many people Herbert Goeler of American Cyanamid and Keith Slater of Johns Manville the latter now retired are certainly the brightest stars in my particular customer service galaxy They have been well springs of information thinkers and thought starters friends and fellow believers for almost two decades Without the encouragement and inspiration they gave me this book would be much shorter and far less relevant In 1984 my firm presented Herb and Keith with our special Patron Saint Award it doesn't say nearly enough for what they have meant to me personally and through me to the field of customer service management where I disseminate ideas and guidance as an editor and teacher Some years ago the American Management Associations asked me to chair a series of seminars on Customer Service Management in the U S and Canada Through this activity I met many wonderful people who in many cases taught me more than I taught them      *Good Small Business Guide 2013, 7th Edition* Bloomsbury Publishing,2013-06-30 Fully updated for this 7th annual edition the Good Small Business Guide 2013 is packed with essential advice for small business owners or budding entrepreneurs Offering help on all aspects of starting running and growing a small business including planning setting up or acquiring a business getting to grips with figures marketing selling online and managing yourself and others Containing over 140 easy to read articles and an extensive information directory this fully updated guide offers help on all aspects of starting and growing a small business Features a foreword from the National Chairman of the Federation of Small Businesses      **Good Small Business Guide 2013** Bloomsbury Publishing Plc,2013-01-01 Fully updated the Good Small Business Guide 2013 is packed with essential advice for small business owners

or budding entrepreneurs Containing 140 easy to read articles and an extensive information directory this comprehensive guide offers help on all aspects of starting and growing a small business      **The Trainer's Handbook** Karen

Lawson,2015-12-14 A ready to use toolkit for delivering high value training in any scenario The Trainer s Handbook is a comprehensive manual for designing developing and delivering effective and engaging training Based on the feedback of workshop participants readers and instructors this new third edition has been expanded to provide guidance toward new technologies leadership training distance learning blended learning and other increasingly common issues with new case studies for each chapter A systematic approach to training breaks the book into five parts that separately target analysis design development delivery and evaluation giving you a comprehensive reference designed for quick look up and easy navigation New inventories worksheets job aids checklists activities samples and templates help you bring new ideas into the classroom and updated instructor guide help you seamlessly integrate new and established methods and techniques Training is increasingly expanding beyond the traditional instructor led classroom courses may now be delivered online or offsite may be asynchronous and self led and may be delivered to individuals small groups or entire organizations This book gives you a one stop reference and toolkit to help you provide more effective training regardless of class size structure subject or objective Explore new training styles adapted to different learning styles Design specialized instructional plans for groups distance learning and active training Blend creativity logic and design principles to create more effective visuals Develop strategies for training leaders training across cultures and more Effective training means delivering useful information in a way that s accessible approachable understandable and memorable The Trainer s Handbook gives you the knowledge and framework you need to provide a high value experience in any training scenario      *Customer Service Training 101* Renee

Evenson,2017-12-14 This invaluable resource 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 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 nothing is more important than arming them with the knowledge and skills they need to find the best solution for every customer Using scenarios guidelines and practice exercises Customer Service Training 101 will train them in Creating positive first impressions Speaking and writing effectively Listening attentively Identifying needs Making customers feel valued Confidently handling customer complaints 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      **How to Be a Great Call Center Representative** Robert W.

Lucas,2001 Give your front line call center staff the training they need With How to Be a Great Call Center Representative call center staff will learn what technology based customer service is all about including the history terminology legislation

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**Negotiating and Influencing Skills** Bradley Collins McRae, Brad McRae, 1998 Negotiating and Influencing Skills provides the tools needed to negotiate effectively in order to obtain the best result whether you are working on securing a contract obtaining consensus on a goal building commitment among your employees or classmates coaching for employee development or dealing with family and friends Based on the theoretical approach to cooperative negotiating skills developed at the Harvard Project on Negotiation the book presents a two step process toward mastery of negotiating and influencing skills that includes the development of skills by means of interactive exercises and application of these negotiating skills in personal and professional life Evaluation tools and many exercises are used to help the reader develop and broaden his or her negotiation style and become more flexible and fluid in approach Difficult people and difficult situations provide us with one of the best sources of information on what we need to do differently in order to negotiate more effectively The book examines the eight critical skills we all need to negotiate successfully with difficult people or difficult situations Learning effective negotiating and influencing skills is a lifelong process Reading this book is only the beginning point in that process Suggestions are presented regarding books to read courses to take and the continuing use of the feedback forms provided in this book Anyone who negotiates on a regular basis and is desirous of improving his or her negotiating and influencing skills whether that be in the work setting or in their personal lives will appreciate the approaches offered in this book particularly professors and students of management marketing organizational communication political science public policy psychology industrial organization psychology social work negotiation family studies and law

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