

Good customer service is about genuinely caring for your customers

BECAUSE customer service is my passion, people love telling me their stories and a couple of weeks ago I was talking to a friend of mine and she told me here.

She booked a new hair cut and as we know ladies, letting someone new cut your hair is a BIG deal, so she looked somewhere which had been recommended to her for an appointment at 10 am. She got there a little early, as you do, just to be sure to be on time. She was asked to sit down and wait.

By 10:10 am nothing, 10:20 am nothing, 10:30 am still no one had approached her, so she went up to the desk and enquired. The receptionist said she wasn't sure, as the hairdresser had not yet come in to work, but she would try to contact her.

My friend was quite shocked, since she was due to start at 10 am, and stood at the desk while the call was made. Finally the receptionist said that the hairdresser was not feeling well and would not be coming in.

By Claire Boscq-Scott, The Busy Queen Bee



By now my friend was quite irritated and was about to leave the salon when the manager came to reception and realised what was happening. He

couldn't apologise enough and was obviously very embarrassed about the whole situation, took my friend to one side, made her a coffee, chatted about

her hair and what she wanted to do. He washed her hair himself and gave her a head massage and a discounted price – he could not have done any more to please her.

And that was it – that manager turned a poor situation, which could have cost him his reputation, into a great experience which my friend is raving about to all her friends and family. She has become a real fan – that's how you do it!

Customer service is very simple. Customer service is doing what you say you are going to do every time your customer's walk through your door.

If you meet your customer's expectations, if you genuinely care about your customers' needs and values them, not only will you have customers who buy from you, but they will also return to you and recommend you to their friends and family. Isn't that the best way to do business?

Good Customer Service Article

Didier Musso



Good Customer Service Article:

Good Customer Services Bad Customer Services "Customer Service, The Best, The Worst, and Everything In Between
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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

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Customer Service Essentials Robert E. Hinson,Ogechi Adeola,Kojo Oppong Nkrumah,Charles Agyinasare,Kwame Adom,Abednego Feehi Okoe Amartey,2019-08-01 Customer Service Essentials is a must read and a definitive source of information on effective management of customer service in Africa and beyond Leveraging on unique concepts and practices developed in the field of customer service management this book uses case studies and vignettes to reinforce learnings drawing parallels to real life experiences The book is a valuable resource for individuals and organizations in the quest to achieve excellent customer service increased productivity and enhanced employee satisfaction It explores the practical challenges of customer service in Africa examines critical success factors and provides guidelines for effective customer engagement in this evolving highly networked digital era Policy makers directors managers and students will gain valuable and actionable insights on service management as they navigate the chapters Praise for Customer Service Essentials Lessons for Africa and Beyond This book captures service excellence by detailing out in a most explicit manner essential services dynamics of Responsiveness Accessibility Tangibles Empathy and Reliability I highly recommend it Esi Elliot Assistant Professor Marketing Suffolk University Boston MA I am very impressed with this book and excited to see the topics being discussed in the Chapters are geared toward quality customer service in Africa All the chapters are superbly written relevant to the African context and above all the authors cover incredibly interesting topics and support them with pertinent cases Bringing together such fine minds in the field this book is useful and a must for anyone serious about customer service service branding and the need to respect the customer Charles Blankson Professor of Marketing College of Business University of North Texas Hinson and colleagues have skillfully put together a useful collection of new perspectives on modern customer service essentials with an African and global perspective This is a highly recommended text for students and practitioners Ellis L C Osabutey Reader Roehampton University Business School United Kingdom

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SALES RETAIL AND CUSTOMER SERVICE SKILLS Prabhu TL,2020-12-22 Immerse yourself in the dynamic world of sales retail and customer service a captivating domain where the art of building relationships and exceeding customer expectations drives business success Sales Retail and Customer Service Skills is a comprehensive guide that unveils the essential techniques and strategies that empower professionals to thrive in customer facing roles Mastering Customer Centric Excellence Step into the heart of customer centric excellence as this book explores the core principles and practices that define exceptional sales retail and customer service professionals From persuasive selling to creating memorable shopping experiences this guide equips you with the tools to build lasting relationships with customers Key Themes Explored Sales Techniques Discover effective selling approaches that convert prospects into loyal customers Retail Merchandising Embrace the art of visual merchandising and creating inviting store environments Customer Experience Learn strategies to elevate the customer journey and exceed expectations Effective Communication Harness the power of effective communication in resolving customer inquiries and complaints Customer Relationship Management Embrace the significance of building and maintaining strong customer relationships Target Audience Sales Retail and Customer Service Skills caters to sales professionals retail associates

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policymaker approaching any case involving the deemed supplier regime for digital platforms with full awareness of the applicable rules **Oversight of Customer Service at the Office of Workers' Compensation Programs** United States. Congress. House. Committee on Government Reform. Subcommittee on Government Management, Information, and Technology, 2000 **The Best Service is No Service** Bill Price, David Jaffé, 2011-09-14 In this groundbreaking book Bill Price and David Jaffe offer a new game changing approach showing how managers are taking the wrong path and are using the wrong metrics to measure customer service Customer service they assert is only needed when a company does something wrong eliminating the need for service is the best way to satisfy customers To be successful companies need to treat service as a data point of dysfunction and figure what they need to do to eliminate the demand The Best Service Is No Service outlines these seven principles to deliver the best service that ultimately leads to no service Eliminate dumb contacts Create engaging self service Be proactive Make it easy to contact your company Own the actions across the company Listen and act Deliver great service experiences Service Management Jay Kandampully, 2011-12-10 Great retailers are great at service No exceptions This book offers a wealth of insight into delivering excellent retail service Leonard L Berry Distinguished Professor of Marketing N B Zale Chair in Retailing and Market Leadership Mays Business School Texas A M University With a growing understanding of service as a phenomenon and perspective of business and marketing retailers are increasingly seeing the need to transform from distribution of products to service providers This book includes considerable insight regarding the importance of the service perspective and how it can be implemented in retailing Christian Gronroos Professor of Service and Relationship Marketing CERS Centre for Relationship Marketing and Service Management Hanken School of Economics Finland Consisting of chapters written by leading scholars in service management and retailing from around the world this comprehensive book offers rich insights for how retailers can excel and achieve sustainable competitive advantage by invoking and implementing service management principles This enlightening book is a valuable resource for students researchers and practitioners with an interest in retailing A Parsu Parasuraman Professor of Marketing The James W McLamore Chair School of Business Administration University of Miami Coral Gables Florida Service excellence and service innovation are critical for success in today's competitive retail marketplace Service Management The New Paradigm in Retailing provides a contemporary and transformative lens for accomplishing these essential goals Mary Jo Bitner Professor Director Center for Services Leadership W P Carey School of Business Arizona State University **Retail Training Service** Orville S. Rappold, John Franklin Forbes, 1920 *Customer Service in Libraries* Charles Harmon, Michael Messina, 2013-02-13 In this book nine librarians from across the country describe their libraries best practices in this key area Their contributions range from all encompassing customer service policies and models any library can both adapt and be proud of to micro approaches that emphasize offering excellent user focused technology planning picture book arrangement with patrons in mind Web 2.0 tools to connect users with the library establishing good service delivery chains

and making your library fantastic for homeschoolers As past Public Library Association President Audra Caplan writes in her introduction to this book There is nothing magical about providing excellent customer service it just takes the right people the right philosophy and the passion to make it a reality If you ve got all that here are the best practices to make stellar customer service a reality for your library s users **Extra Mile** Tycho Press,2015-05-05 The Comprehensive Guide to Customer Service For The 21st Century Even the most successful companies need their customers happy and to keep coming back for more Whether you re just starting your business and want to lock up great customer service procedures or you re an established company looking to revamp your customer service to answer new market needs Extra Mile is the resource for you Unlike other books that are brimming with irrelevant and outdated information Extra Mile offers 500 essential tips including Real Life Scenarios Crisis Management and Building Customer Loyalty Intel into the customer service secrets of business giants such as American Express Southwest Airlines and Ritz Carlton Hotels A section dedicated to providing excellent customer service online A list of 50 Things Never to Do to help avoid conflict and negative reviews Get ahead of the pack by learning how great customer service equals customer retention Revolutionize Your Customer Experience Colin Shaw,2004-09-22 In his previous groundbreaking book with John Ivens Colin Shaw looked at the development of the conceptual framework for the customer experience together with examples of best practice and strategies for implementation As predicted the customer experience has become the next competitive battleground The current book will explore the subject in more depth with new research and best practice and show companies and organizations how to identify where they are and how to revolutionize their customer experience The One Year Sweet and Simple Moments with God Devotional Kim Newlen,2013 Simple moments that will revive your spirit and renew your heart Sometimes we re running so fast it s hard to find time for the things that matter most In The One Year Sweet and Simple Moments with God Devotional Kim Newlen shares heart lightening insights she s gathered from pausing and listening to God in her day to day life encouraging us all to take a sweet and simple moment to be still with God every day When we do we ll be surprised at what a difference it will make in everything else This year make every moment count through spending time with the One who can carry your burdens best

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