



*Training Course:  
Customer Management (Awareness, Acquisition  
& Retention) Master Class*

*3 - 7 February 2025  
Zanzibar(Tanzania)  
Golden Tulip Zanzibar Resort*

## Training Course: Customer Management (Awareness, Acquisition & Retention) Master Class

Training Course code: SM234623 From: 3 - 7 February 2025 Venue: Zanzibar(Tanzania) - Golden Tulip Zanzibar Resort  
Training Course Fees: 5950 € Euro

### Introduction

Good customer service can be considered as a big differentiator between firms. While competing products are often similar and can anyway be easily duplicated, good customer service is a holistic system, requiring a sustained organization-wide effort, driven by the top and permeating all aspects of the organization culture. The resulting customer-centric organization becomes a formidable competitor whose model cannot be easily copied. In this course, we look at what it takes to build a customer-centric organization.

### Course Objectives of Customer Management

- Develop a holistic customer care approach by taking into consideration seven different aspects of the definition of customer service
- Create objectives and programs to maximize internal customer satisfaction
- Evaluate the design, implementation, and analysis of customer satisfaction surveys
- Use customer complaints as the springboard for service improvement
- Write Service Level Agreements SLAs to ensure clarity and conformance
- Assess the service aspect of the organization or department through well-chosen Key Performance Indicators KPIs

### Course Outlines of Customer Management

#### Day 1: Defining and appreciating the customer

- Definition of customer
- Definition of customer service
- The internal and external customer

#### Importance of the internal customer

- The need for motivated employees
- The need for qualified employees
- Silo mentality
- Destroying the silos

#### Day 2: Customer service as a strategic imperative

- From 'suspect' to 'partner'
- Going up the ladder
- The 'KANO' model
  - 'Basic' attributes
  - 'Performance' attributes
  - 'Delight' attributes

- The customer-centric organization
- Customer service as a strategic imperative
- The 7 practices of a customer-centric organization

#### Day 3: Customer satisfaction surveys and other vital tools

- Understanding your customers
- Importance of segmentation
- Principles of customer segmentation
- Focus groups
- Customer satisfaction surveys
  - Key terms
  - Major survey methods
  - Questionnaire examples
  - Customer survey guidelines
  - Types of satisfaction surveys
  - Basics of sampling
  - Attributes to measure
  - Customer satisfaction index
- 'RATER' in-depth
- Service quality servqual gaps model

#### Day 4: Customer complaints and service recovery

- Facts and their implications
- Symptom versus cause
- Root cause analysis
- Failures do happen
- The recovery paradox
- The strategic initiative
- Tactical activities
- The "WOW!" factor

#### Service Level Agreements SLAs

- SLA definition
- Characteristics of effective SLAs
- Key elements of an SLA
- Steps in SLA development
- Quality versus cost
- SLA metrics

#### Day 5: KPIs for customer service

- Monitoring performance through key performance indicators
- The 4 perspectives of the balanced scorecard
- Impact of the customer perspective
- Characteristics of good KPIs
- Building customer service KPIs



## Registration form on the Training Course: Customer Management (Awareness, Acquisition & Retention) Master Class

**Training Course code:** SM234623 **From:** 3 - 7 February 2025 **Venue:** Zanzibar(Tanzania) - Golden Tulip Zanzibar Resort **Training Course Fees:** 5950 € Euro

Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

### Delegate Information

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Company Information

Company Name: .....  
 Address: .....  
 City / Country: .....

### Person Responsible for Training and Development

Full Name (Mr / Ms / Dr / Eng): .....  
 Position: .....  
 Telephone / Mobile: .....  
 Personal E-Mail: .....  
 Official E-Mail: .....

### Payment Method

- Please find enclosed a cheque made payable to Global Horizon
- Please invoice me
- Please invoice my company

### Easy Ways To Register

Telephone:  
+201095004484 to  
provisionally reserve your  
place.

Fax your completed  
registration  
form to: +20233379764

E-mail to us :  
info@gh4t.com  
or training@gh4t.com

Complete & return the  
booking form with cheque  
to:Global Horizon  
3 Oudai street, Aldouki,  
Giza, Giza Governorate,  
Egypt.