



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

*7 - 11 December 2026
Milan (Italy)*

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Training Course code: SM234623 From: 7 - 11 December 2026 Venue: Milan (Italy) - Training Course Fees: 5775 € Euro

Introduction

This training program is designed by [Global Horizon Training Center](#) to enable organizations and professionals to build a truly customer-centric culture that drives sustainable competitive advantage.

In today's marketplace, products and services can be easily replicated; however, [exceptional customer service remains a powerful differentiator](#) that is difficult for competitors to imitate. Achieving this requires a holistic, organization-wide approach led by leadership and embedded across all functions and processes.

This program focuses on developing the mindset, systems, and tools needed to transform organizations into customer-centric entities. Participants will gain practical knowledge on customer satisfaction measurement, service improvement, complaint handling, and performance management through KPIs and SLAs.

Course Objectives

By the end of this program, participants will be able to:

- Develop a holistic customer care approach based on key service dimensions
- Design initiatives to enhance internal customer satisfaction
- Evaluate and implement effective customer satisfaction surveys
- Utilize customer feedback and complaints to drive continuous improvement
- Develop and implement Service Level Agreements SLAs
- Measure and monitor service performance using relevant KPIs
- Strengthen organizational alignment toward customer-centricity

Target Audience

- Customer Service Managers and Supervisors
- Customer Experience CX Professionals
- Quality and Performance Management Specialists
- Operations and Service Delivery Managers
- Team Leaders and Department Heads
- Professionals involved in customer-facing functions

Training Outline

Day 1: Understanding Customers & Organizational Alignment

- Definition of customer and customer service
- Internal vs. external customers
- Importance of internal customer satisfaction
- Role of employee motivation and competency in service delivery
- Understanding silo mentality and its impact
- Strategies for breaking silos and improving collaboration

Day 2: Customer Service as a Strategic Imperative

- Customer journey: from prospect to long-term partner
- Introduction to the KANO model basic, performance, delight attributes
- Building a customer-centric organization
- The seven practices of customer-centric organizations
- Aligning service strategy with business objectives

Day 3: Customer Satisfaction Measurement & Tools

- Understanding customer needs through segmentation
- Principles of customer segmentation
- Designing and conducting customer satisfaction surveys
- Survey methodologies and questionnaire design
- Customer Satisfaction Index CSI
- RATER model and SERVQUAL gaps analysis
- Using insights for service improvement

Day 4: Complaint Management & Service Recovery

- Understanding customer complaints and their impact
- Root cause analysis vs. symptom identification
- Service failure and recovery strategies
- The service recovery paradox
- Creating "WOW" customer experiences
- Introduction to Service Level Agreements SLAs
- Key elements, development steps, and metrics of SLAs
- Balancing service quality and cost

Day 5: Performance Measurement & KPI Development

- Monitoring performance using KPIs
- Characteristics of effective KPIs
- Customer service KPIs and measurement frameworks
- Introduction to Balanced Scorecard 4 perspectives
- Customer perspective and its business impact
- Designing and implementing KPI systems
- Continuous improvement and performance optimization

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

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