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DISCOVER



Romantasy S Discount Customer Service

Richard S. Gallagher



Romantasy S Discount Customer Service:

Poets & Writers ,1999 **Detroit Suburban West-Northwest Area Telephone Directories** ,2003 Delivering
Legendary Customer Service Richard S. Gallagher,2000 **The Customer Service Survival Kit** Richard S. Gallagher,2013

The worst customer situations demand more of front line employees than good intentions and the right attitude These kinds of issues can send seasoned service professionals into red alert and require the communication skills of a crisis counselor The Customer Service Survival Kit explains how to use the right words to turn volatile scenarios into calm and productive customer encounters Anyone can learn this delicate art with the book s blend of clear techniques lessons from behavioral science case studies situation specific advice and practice exercises Readers will discover The power of leaning into criticism Trigger phrases that can make bad situations worse The secret to helping people feel deeply heard in a crisis How to use the divide and conquer approach to safely deliver bad news Indispensable problem solving tools How to become immune to intimidation How to wrap up transactions so that customers are happy And more Best yet learning to handle worst case scenarios has the spillover effect of boosting the skills and confidence needed to deal effectively with ANY customer the key to radical improvements in every organization

Lessons Unlearned John Ragsdale,2012-04-01 Customer service is of particular importance to the technology industry customers rely on technical support services when they have a problem with a piece of hardware software or a consumer device The current darling of the technology industry is Apple and you don t have to go farther than the Genius Bar at your local Apple Store to see how Apple approaches customer service creating a fantastic customer experience that ensures rabid fans Most people think of customer service as a department and it s true virtually every company has some sort of customer service division But customer service is also a technology industry all on its own with a wide array of software and hardware required to support customers with product and service questions This book gives an insider s view of the customer service industry providing insight for those of you battling mediocre service every day If you understand the tools vocabulary and metrics that power customer service you can definitely demand better service from your providers and understand how to appropriately deal with service issues And for those already working in the customer service industry hopefully this book will provide you with some new best practices worst practices to avoid and maybe even a laugh or two along the way

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