

CALL CENTER KPI GRID FOR DETERMINING THE RIGHT METRICS

Common KPIs	7 Characteristics of an Effective KPI						
	Pertinent	Focus	Accurate	Frequency	Accountability	Impact	Incentives
First Call Resolution	✓	✓	✓	✓	✓	✓	✓
Customer Satisfaction	✓	✓	✓	✓	✓	✓	✓
Customer Service QA	✓	✓	✓	✓	✓	✓	✓
Call Escalation	✓	✓	✓	✓	✓	✓	
Average Handle Time	✓	✓	✓	✓	✓	✓	
Abandon Rate	✓	✓	✓	✓		✓	
Service Level	✓	✓	✓	✓		✓	

Metrics For It Service Management

G Thomas



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