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Call Center Training Guide for Building Exceptional Call Center Teams



Call Center Management The Complete Guide To Call Center Training

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The Call Centre Training Handbook John P. Wilson, 2009 A complete resource for providing learning training and development within contact centers This handbook offers call center managers and trainers information with which to benchmark training and identifies best practice in learning and development

Call Centers For Dummies Real Bergevin, Afshan Kinder, Winston Siegel, Bruce Simpson, 2010-05-11 Tips on making your call center a genuine profit center In North America call centers are a 13 billion business employing 4 million people For managers in charge of a call center operation this practical user friendly guide outlines how to improve results measurably following its principles of revenue generation efficiency and customer satisfaction In addition this new edition addresses many industry changes such as the new technology that s transforming today s call center and the location neutral call center It also helps readers determine whether it s cost efficient to outsource operations and looks at the changing role and requirements of agents The ultimate call center guide now revised and updated The authors have helped over 60 companies improve the efficiency and effectiveness of their call center operations Offers comprehensive guidance for call centers of all sizes from 20 person operations to multinational businesses With the latest edition of Call Centers For Dummies managers will have an improved arsenal of techniques to boost their center s bottom line

Bottom-line Call Center Management David Lawrence Butler, 2004 New ground is broken by addressing key skills and techniques in assessing and implementing effective management practices to maximize the human and capital resources at the call center manager s disposal in this new title in the Improving Human Performance series

The Call Center Handbook Keith Dawson, 2003-11-20 Need to know how to buy a phone switch for your call center How to measure the productivity of agents How to choose from two cities that both want your center No problem The Call Center Handbook is a complete guide to starting running and im

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The National Guide to Educational Credit for Training Programs American Council on Education, 2005 Highlights over 6 000 educational programs offered by business labor unions schools training suppliers professional and voluntary associations and government agencies

The Complete Guide to Customer Service Linda M. Lash, 1989-01-17 Presents the ten key guidelines for moving an organization to service excellence and keeping it there Illustrates principles with down to earth examples for both large and small companies giving readers a wide range of situations with which they can identify The guidelines cover all the relevant functional areas such as training

advertising daily operations finance etc Also shows the nineteen functions for maintaining a successful complaint handling unit Each chapter concludes with separate lists of guidelines for chief executives front line service personnel back office support and middle management *Survey Pain Relief* Jodie Evelyn Monger, Debra Sue Perkins, 2008 Anyone who has ever been tasked with gathering and analyzing customer data has no doubt felt the pain associated with the magnitude of that responsibility especially when you re asked to take action without having believable customer intelligence Relax The doctors are here to ease your pain In *Survey Pain Relief* Dr Jodie Monger and Dr Debra Perkins offer an insightful user friendly overview of the science of research dispel common misconceptions about the validity of widely publicized research methods explain the sources and risks of survey malpractice and how to avoid it and reveal how to transform customer insights into action by offering concrete examples of how to properly conduct survey research that will yield valid interpretable results that can be communicated to executives operations management supervisors and frontline staff and save billions

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