

5 ways to deliver excellent customer service



- 01 Quick response time
- 02 Know your customers
- 03 Address questions and issues
- 04 Go all the way
- 05 Always think two steps ahead

Delivering Quality Service

Jin-Ying Zhang

Delivering Quality Service:

Delivering Quality Service Valarie A. Zeithaml,A. Parasuraman,Leonard L. Berry,1990 Business **Delivering Quality Service** Valarie A. Zeithaml,2010-05-11 Excellence in customer service is the hallmark of success in service industries and among manufacturers of products that require reliable service But what exactly is excellent service It is the ability to deliver what you promise say the authors but first you must determine what you can promise Building on seven years of research on service quality they construct a model that by balancing a customer s perceptions of the value of a particular service with the customer s need for that service provides brilliant theoretical insight into customer expectations and service delivery For example Florida Power Light has developed a sophisticated computer based lightening tracking system to anticipate where weather related service interruptions might occur and strategically position crews at these locations to quicken recovery response time Offering a service that customers expect to be available at all times and that they will miss only when the lights go out FPL focuses its energies on matching customer perceptions with potential need Deluxe Corporation America s highly successful check printer regularly exceeds its customers expectations by shipping nearly 95% of all orders by the day after the orders were received Deluxe even put U S Postal Service stations inside its plants to speed up delivery time Customer expectations change over time To anticipate these changes Metropolitan Life Insurance Company regularly monitors the expectations and perceptions of their customers using focus group interviews and the authors 22 item generic SERVQUAL questionnaire which is customized by adding questions covering specific aspects of service they wish to track The authors groundbreaking model which tracks the five attributes of quality service reliability empathy assurance responsiveness and tangibles goes right to the heart of the tendency to overpromise By comparing customer perceptions with expectations the model provides marketing managers with a two part measure of perceived quality that for the first time enables them to segment a market into groups with different service expectations **OECD**

Rural Studies Delivering Quality Services to All in Alentejo Preparing Regions for Demographic Change

OECD,2022-04-22 This publication is part of the OECD workstream on Preparing Regions for Demographic Change It elaborates a case study for the Portuguese region of Alentejo and focuses on improving the delivery of educational services taking into account the multi level governance context **Command Performance** ,1994 Essays discuss service strategy quality service delivery and public sector service and are accompanied by interviews with executives **Delivering quality service. Balancing costumer perceptions and expectations** Valarie A. Zeithaml,1990 **EMS Supervisor** Orlando

Dominguez,2015-04-27 EMS Supervisor provides entry level mid level senior and prospective EMS supervisors with a managerial leadership reference guide offering a roadmap to dealing with common challenges faced by those in leadership roles **Challenging in Delivering Quality Services: Balancing Customer Expectations and Perceptions in Airline Industry** Calvin Monroe,2014-02-28 Bachelor Thesis from the year 2012 in the subject Business economics Operations

Research grade A King s College London language English abstract Norwegian airline operator has been offering airline services for quite a long time frequently among the Scandinavian countries However the condition for service quality has been deteriorating for the last couple of decade Despite the many researches done to dig out the factors that could be adjusted to favour service quality not much has been seen to change This study was aimed at conducting an exploratory survey in the grounds of the Norwegian company to find out the recommendations for the company s quality service We issued self governed questionnaires to the customers at the waiting room who were rather waiting for flight take off A focus group discussion was also conducted by the group to engage the passengers in a dialogue that involved customer service quality expectations and perceptions During the survey period which took six days we interacted with the customers and show them the need for their genuine response towards the questions asked A well elaborated questionnaire was distributed to the customers who answered them as they awaited the operator services The customers answered the questions at their own pace giving their opinions independently The sampled population was made up of 120 customers taking on flights among the Scandinavian countries at Oslo Airport The answers were analysed and deductions made from the analysis The services expected offered by the company were rated along with the customers expectations and that was what could only measure customer satisfaction for services offered by Norwegian airline service SERVQUAL system was used to calculate the relationship between customer expectations and perceptions Some mathematical implications of mean and standard deviations also added some weight on the relationship between the company s present status and customer perception

Challenging in Delivering Quality Services Calvin Monroe, 2014-03 Bachelor Thesis from the year 2012 in the subject Business economics Operations Research grade A Kings College London language English abstract Norwegian airline operator has been offering airline services for quite a long time frequently among the Scandinavian countries However the condition for service quality has been deteriorating for the last couple of decade Despite the many researches done to dig out the factors that could be adjusted to favour service quality not much has been seen to change This study was aimed at conducting an exploratory survey in the grounds of the Norwegian company to find out the recommendations for the company s quality service We issued self governed questionnaires to the customers at the waiting room who were rather waiting for flight take off A focus group discussion was also conducted by the group to engage the passengers in a dialogue that involved customer service quality expectations and perceptions During the survey period which took six days we interacted with the customers and show them the need for their genuine response towards the questions asked A well elaborated questionnaire was distributed to the customers who answered them as they awaited the operator services The customers answered the questions at their own pace giving their opinions independently The sampled population was made up of 120 customers taking on flights among the Scandinavian countries at Oslo Airport The answers were analysed and deductions made from the analysis The services expected offered by the company were rated along with the customers

expectations and that was what could only measure customer satisfaction for services offered by Norwegian airline service SERVQUAL system was used to calculate the relationship between customer expectations and perceptions Some mathematical implications of mean and standard deviations also added some weight on the relationship between the company s present status and customer perce

Delivering Quality Service - a Pharmaceuticals Sector's Perspective

Fanny Saruchera,2012-05 Service Quality delivery is a concept that has become a requirement accross all sectors in any economy Today s customers are no longer concerned with product availability and other surface service provisions Quality has become a major concern A research was carried out to evaluate the current customer perceptions on service quality delivery in the pharmaceuticals industry in Zimbabwe The study also aimed at determining the components of service quality in the pharmaceuticals industry as well as establishing the gaps between customer expectations and service delivery performance in the sector in an effort to recommend strategies to close such gaps This write up presents the findings of the survey and recommendations to ensure effective service recovery programmes improve both internal and external organisational communications to solve problems related to service quality delivery and a shift from service quality towards Service Contracts The write up brings in new light useful especially to those who want to gain a deeper insight into the subject of Service Quality Saruchera 2012

Command Performance

John E. Martin,1994-07 Command Performance reveals the insights of leading business thinkers executives about delivering superb service to customers Drucker Reichfield Schlesinger Heskett among others explore various aspects of developing a service strategy implementing it effectively while first person accounts profiles of individual firms provide inspiration lessons from the field Featuring eight influential articles five interviews from the Harvard Business Review Command Performance develops a strong framework with real world models for significantly improving the quality of service in any industry

Pacific Rural Press ,1921 Automotive Replacements ,1923 American Carbonator and American Bottler ,1917 California Grocers Advocate ,1922

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