

Call Center Training: Sales and Customer Service Training for Call Center Agents

Call centers, whether we choose to embrace them or cannot stand being interrupted by their calls, are a business element that is here to stay. This course will help call center agents learn to make the very most of their telephone based work, including understanding the best ways to listen and be heard. Each phone interaction also has elements of sales and customer service skills, which will be explored in detail throughout this energizing and practical three-day workshop.

This workshop will help you teach participants:

- The nuances of body language and verbal skills
- Aspects of verbal communication such as tone, cadence, and pitch
- Questioning and listening skills
- How to deliver bad news and say “no”
- Effective ways to negotiate
- The importance of creating and delivering meaningful messages
- Tools to facilitate their communication
- The value of personalizing their interactions and developing relationships
- Vocal techniques that will enhance their speech and communication ability
- Personalized techniques for managing stress

Introduction and Course Overview

You will spend the first part of the day getting to know participants and discussing what will take place during the workshop. Students will also have an opportunity to identify their personal learning objectives.

What’s Missing in Telephone Communication?

To begin, participants will explore Alfred Mehrabian’s study on communication and how it affects telephone communication. Participants will also learn the role that body language plays in telephone communication.

Verbal Communication

This session will cover the four E’s of an effective telephone voice and how you can use them to promote a service image.

Who are Your Customers?

In this session, participants will learn about what a customer is, and they will identify some of their own customers.

To Serve and Delight

This session will give participants an opportunity to develop strong, helpful phrases for assisting customers.

Call Center Manual

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Call Center Manual:

Contact US! Trainer's Manual Jane Lockwood, Hayley McCarthy, 2010-06-21 CONTACT US develops high end professional English language communication skills for the BPO industry This manual contains a comprehensive introduction to the course outlining the teaching approach and describing the unit structure in detail It includes model answers to the activities and keys to exercises as well as photocopiable materials

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 A

Practical Guide to Call Center Technology Andrew Waite, 2002-01-02 Get the most out of ACDs automatic call distributors and other complex systems in order to boost customer satisfaction and increase sales Includes three ready to use RFPs request for proposals for buying an ACD computer telephony system or recording

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

The Guide: Tools and Guidelines for Success to Provide Great Call Center Customer Service Dr. Harold L. Price, 2023-02-17 Harold L Price has experience in call center customer service with a myriad of entities such as Blue Cross and Blue Shield Aetna U S Healthcare The U S Small Business Administration and the Social Security Administration In addition he is extremely pleased to have the opportunity to serve his country in the U S Coast Guard This book provides a synopsis of the professional life of Dr Price as well as the gratitude he has for his educational accomplishments One thing Dr Price is keen to point out is that it s not about how or where you start in life but how you finish

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

The Ultimate Manual: What you must know before and while working at a call center Clayton Woods,

Contact Jack A. Green, 2000 This book is written to help aspiring and current call centre representatives to optimize their success on the job Consequently this book is more

than just a collection of theories about what a call centre should be This book is a manual a how to that will guide the reader to success in the call centre roll The Call Center Dictionary Madeline Bodin,2002-01-03 Call centres have become the crucial front line for managing customer relationships This book covers a range of call center terminology It explains relevant terms and provides the call center manager with a quick reference that covers the technology and operational issues that come up in running and improving a call center **Training Manual** United States. War Dept,1923 *United States Army Training Manual* U.S. Adjutant-general's office,1925 **Restore Online Shoppers' Confidence Act** United States. Congress. Senate. Committee on Commerce, Science, and Transportation,2010 *Instructors Manual, Volume I-Chapters 1-10* Bovee,2002-01-21 **Manual for Call Center Agents** Teresita A. Aureus,2005 **Airman's Guide** ,1947 **ICMI's Pocket Guide to Call Center Management Terms** Brad Cleveland,2004-07-01 ICMI's Pocket Guide to Call Center Management Terms is a convenient portable reference of terms culled from ICMI's Call Center Management Dictionary The Essential Reference for Contact Center Help Desk and Customer Care Professionals written by Brad Cleveland President and CEO of ICMI At 3 5 by 5 inches the book is small enough to fit in a busy managers pocket yet its packed with industry acronyms and concise definitions of approximately 500 call center industry terms A Practical Guide to Call Center Technology Andrew Waite,2002-01-02 Get the most out of ACDs automatic call distributors and other complex systems in order to boost customer satisfaction and increase sales Includes three ready to use RFPs request for proposals for buying an ACD computer telephony system or recording **The Call Center Dictionary** Madeline Bodin,Keith Dawson,1999 This work covers the broad range of call centre terminology from telecommunications and computer programming to marketing management and customer service It not only tells what each technology is but also how it can help improve relationships with customers *Transactions* American Institute of Electrical Engineers,1928 List of members in v 7 15 17 19 20
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