



London TDM

Administration and Office Management Training Courses

Course Venue: United Kingdom - London

Course Date: From 01 March 2026 To 05 March 2026

Course Place: London Paddington

Course Fees: 6,000 USD

Introduction

This 5-day professional course is designed to enhance the customer service skills of administrative professionals. Participants will learn techniques to improve interactions with clients, manage difficult situations, and deliver exceptional customer service that aligns with their organization's goals. By the end of the course, participants will be equipped with practical skills and confidence to handle a variety of customer service scenarios effectively.

Objectives

- Understand the fundamental principles of exceptional customer service.
- Develop communication skills that foster positive client relationships.
- Learn how to manage challenging interactions and resolve conflicts.
- Identify strategies to enhance customer satisfaction and loyalty.
- Implement customer service improvements within your administrative role.

Course Outlines

Day 1: Fundamentals of Customer Service

- Introduction to Customer Service Excellence
- Understanding Customer Needs and Expectations
- Building a Positive Customer Service Mindset
- The Role of the Administrative Professional in Customer Service
- Setting Personal and Professional Goals for Customer Service

Day 2: Effective Communication Skills

- Key Principles of Effective Communication
- Active Listening Techniques
- Verbal and Non-Verbal Communication Skills
- Communicating with Clarity and Confidence
- Using Positive Language to Enhance Service

Day 3: Managing Difficult Situations

- Identifying Common Customer Service Challenges
- Strategies for Dealing with Difficult Customers
- Conflict Resolution Techniques
- Maintaining Professionalism under Pressure
- Turning Challenges into Opportunities

Day 4: Enhancing Customer Satisfaction and Loyalty

- Understanding Customer Loyalty and Retention
- Personalizing the Customer Experience
- Going Above and Beyond Customer Expectations
- Gathering and Utilizing Customer Feedback
- Building Long-Term Client Relationships

Day 5: Implementing Customer Service Improvements

- Assessing Current Customer Service Practices
- Setting Improvement Objectives and Goals
- Developing a Customer Service Action Plan
- Training and Engaging with Your Team
- Measuring and Evaluating Service Success