

Complaint Templates

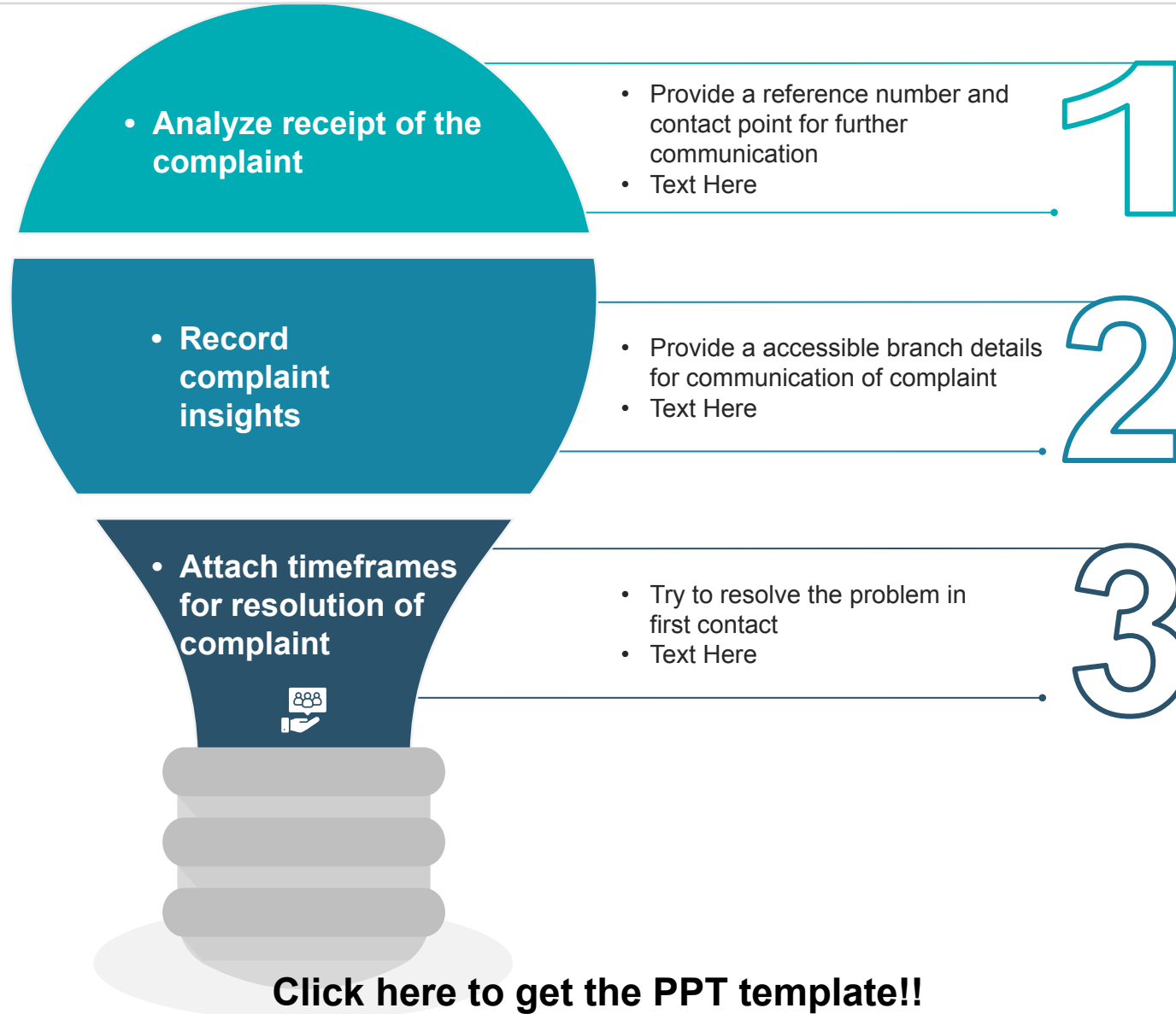


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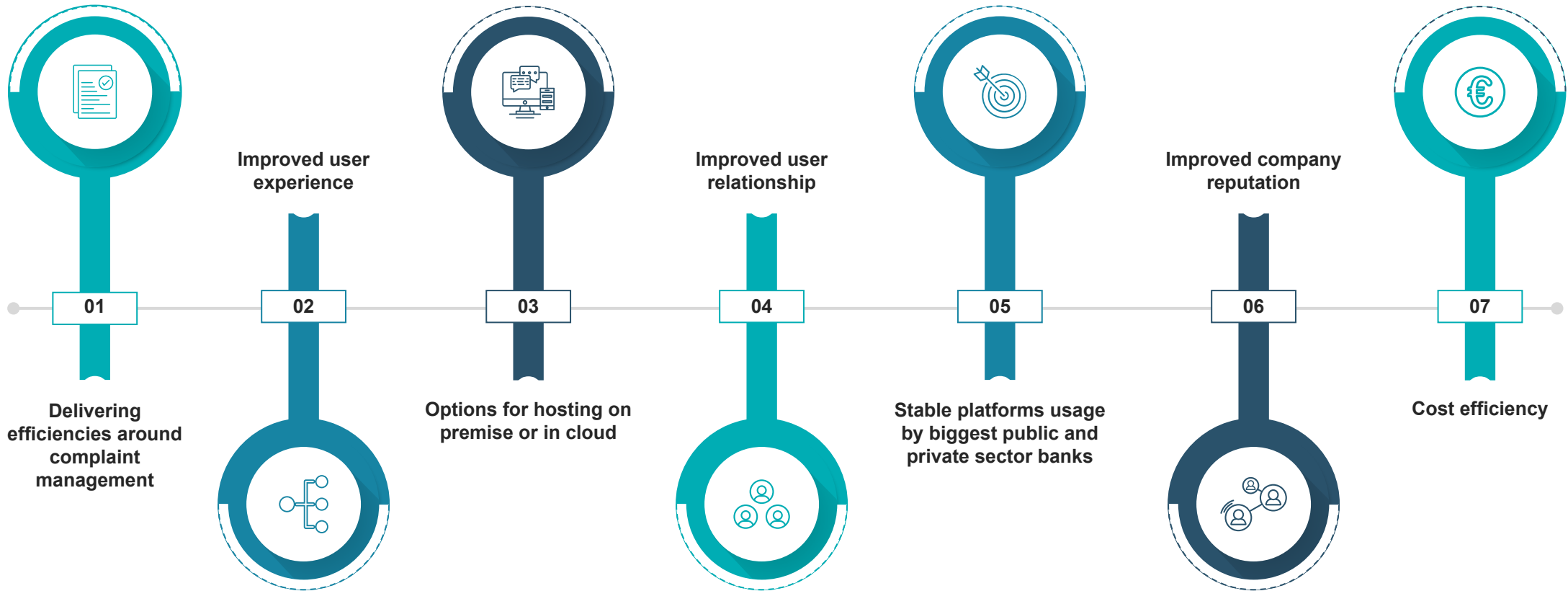
3 Steps for Customer Complaint Handling

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7 Stage Customer Complaint Handling Process

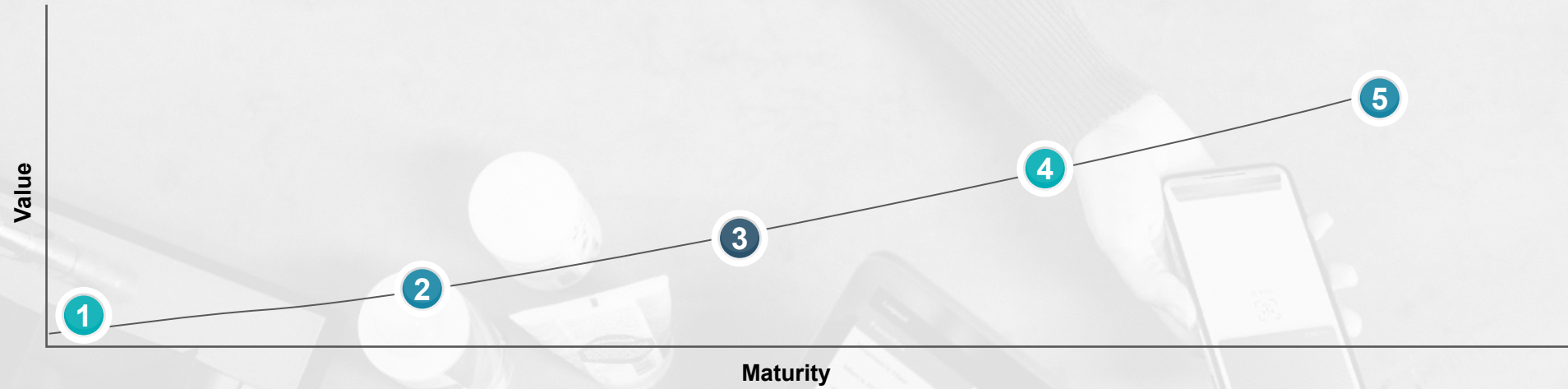
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Customer Complaint Handling Maturity Model

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Informal

- Low level cross business coordination and inconsistent user experience
- Complaints are processed from group of ownership



Basic

- Basic cross trade coordination
- Complaints are collaborated in a centralized location



Balanced

- Summary reporting of organizations



Formal and structured

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Optimal and intelligent

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- **Complaint management** aims to resolve customer complaints, identify areas for improvement, and create better products or services.
- No institution would prefer receiving customer service complaints, but even the best brands will occasionally receive a negative customer review.

Customer Complaint Management Process

This slide covers the process for complaint management starting from complaints, acknowledgement, investigation, resolution and redress



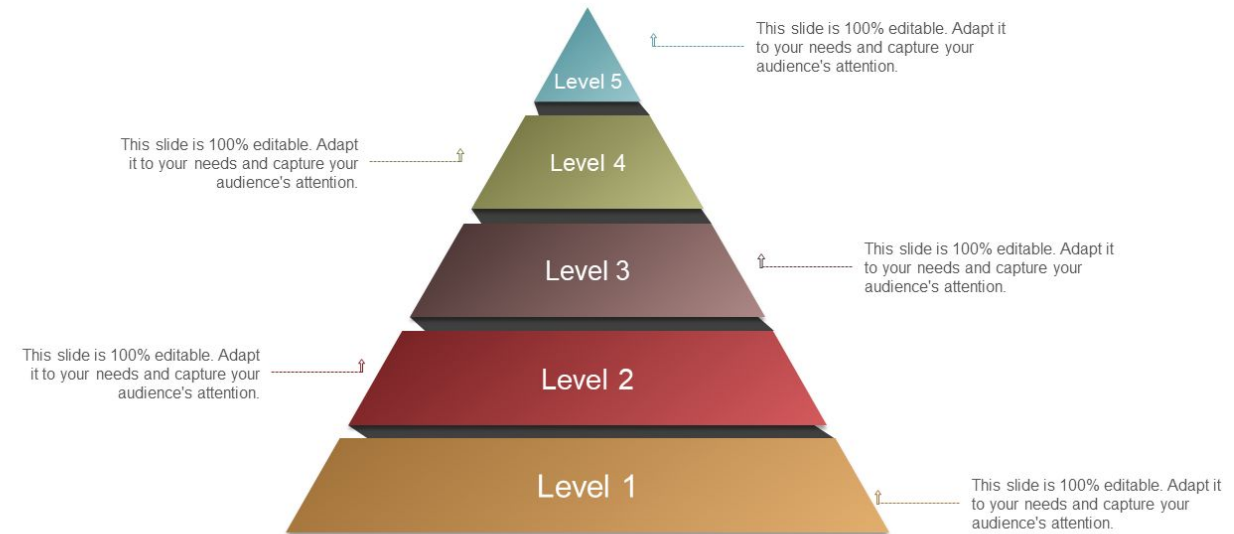
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The Importance and Advantages of Customer Complaints:

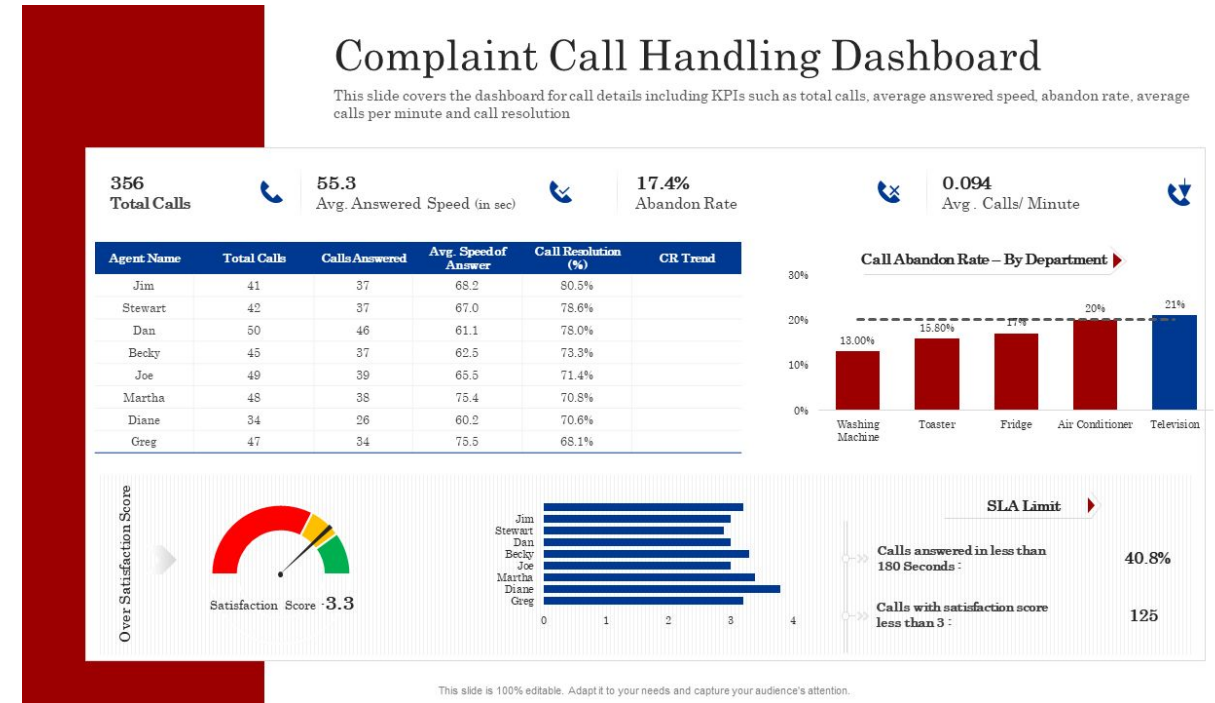
- Increased customer satisfaction.
- Product/service enhancement.
- Policy and procedure enhancements.
- Increased customer communication.
- Positive influence on brand image.

5 Level Escalation Pyramid For Resolving Complaints



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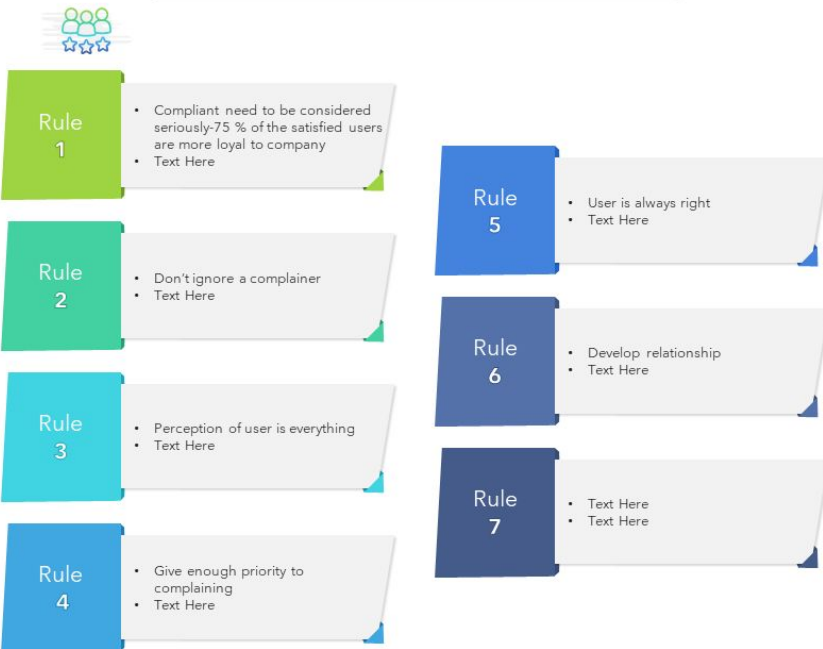
- **The Complaints dashboard** displays in a table the key trends in the analysed complaints.
- It also displays a bubble chart with additional information on the trends.
- Each bubble in the trend table corresponds to a single trend.
- The size of the bubble is proportional to the number of complaints that contributed to the trend.



- Pay particular attention to the individual who is upset.
- Allow your customer a few minutes to vent if necessary.
- Demonstrate empathy for your customer's concerns.
- Thank your customer for making a complaint.
- Please accept my heartfelt apologies, even if you are not the source of the problem.
- Gather the facts.
- Provide a solution.

7 Rules of Customer Complaint Handling

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How do you handle customer complaints effectively?

- Listen and comprehend.
- Notify your team.
- Apologize.
- Find a workable solution.
- Keep track of feedback.
- Following up.
- outperform expectations



What are the procedures for handling complaints?

- Express Sincere Apology And Thank You.
- First, inquire, and then listen.
- Inquire about the outcome they anticipate as a result of their complaint.
- Confirm that your proposed solution will meet their needs.
- Accept Responsibility For Resolving The Issue.
- Respond to the Customer

What information should be displayed on a customer dashboard?

- A customer dashboard is a graphical representation of any data that influences the customer experience, loyalty, or retention.
- You can connect various data sources to a customer dashboard to view key insights on critical metrics, KPIs, and trends in easily digestible formats such as charts or graphs.

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