



BRENTWOOD
OPEN LEARNING COLLEGE

CERTIFICATE IN

CUSTOMER SERVICES

Web: www.bolc.co.uk

Email: admissions@bolc.co.uk

Course Introduction:

The course is suitable for anyone interested to enhance their knowledge and skills in customer services. It is specially relevant to those who deal with customers in any capacity whether internally or externally within an organisation.

The course aims to develop learner's knowledge of customer service in a number of areas. On this course you will learn why customer service is important for businesses, how to identify customers needs , developing customer service strategy, developing and delivering trainings for the excellence in customer service, dealing with difficult customers, communicating effectively for the delivery of customer service, and the principle of making improvements to customer service. Hence this home study course teaches you everything from the fundamentals of customer service to more complex skills required for the successful delivery of customer service.

Course Benefits

Accredited Course



Full Tutor Support



Delivered through distance learning



Self paced, no fixed schedules



Available to students any where in the world



Interest Free Fee Instalments



Course Duration: 200 Hours (Flexible)

Entry Requirement:

There is no particular entry requirement for this course.

Course Accreditation:

Certificate in Customer Services
(Level 3)

Awarding Body: ABC Awards

Fee Schedule:

Total Fee: **£395** (Including Admission Fee)

Admission Fee: **£95**

12 Monthly Instalments: **£25** / Month

There is **£80** discount if fee is paid in full.

Discounted fee: £315



UNIT 1

The Importance of Customer Services

Elements of Customer Service
Classification of Customer Service
Service Quality & Customer Service
Importance of Customer Feedback and Complaints

UNIT 2

Identifying Customers Needs

What Do Consumers want?
Listening, Questioning and Confirming
Understanding Customers

UNIT 3

Developing Customer Service Strategy

Involvement of the Top Management
Mission and Vision
Areas to Focus for Customer Service Strategy
Establishing Criteria for Success

UNIT 4

Maintaining Service Excellence Organisation

Marketing a Service Strategy
Introducing the Programme to Employees
New Staff Induction Programmes
Sample Training Session Plan

UNIT 5

Training for Customer Service Excellence

Identifying Training and Development Objectives
Training and Development Methods

UNIT 6

Dealing with Difficult Customers

Customer Behaviour
Customer Value Analysis
Changing Unprofitable Customer into Profitable Customer
Evaluating your Customer's Value, Segment by Segment

Your Learning Experience - FAQs

How is the course delivered?

Guided learning hours for the course are 200 to 250. The course is flexible you can work according to your own schedule. The course is assignment based after each course unit you will complete an assignment which you will submit to your tutor for marking. The tutor will mark the assignment and will upload feedback on the portal within 10 working days of the assignment being submitted. On successful completion of the unit you will move on to the next unit and this you will complete your course. There is no formal exam to take at the end.

How will I study?

When you enrol on this course you are assigned a personal expert tutor, to guide and encourage you throughout your studies with the College. Your tutor will be available throughout your course to give you help with specific issues, and difficult topics. Relevant practical exercises and projects are introduced throughout the course aimed at applying the theory and skills learnt.

What is so special about this course?

This is a unique course. We start from the very basics and give you all the essential knowledge required for working in the field successfully.

What support do students get?

Learning Material

All the core learning material will be provided to you from the college. You don't have to buy any text books. However we encourage our students to conduct their own further reading.

Additional Supporting Material

Additional support material and useful links are available on the LMS (Learning Management System) for further reading.

Tutor Support

When you enroll on any of our courses you are assigned a personal tutor to support you with your studies. You complete all this work under the supervision and guidance of your tutor who provides you feedback on your assignments and course work on regular basis throughout your course.

Online Discussion Forum

Our online forums enable you to share ideas with other students and support each other throughout your studies. Tutor's regularly review the forums and reply to student's questions or concerns.

Is the course accredited?

This course has been accredited under ABC Awards QLS (Quality License Scheme) by Brentwood Open Learning College. ABC Awards is a leading national Awarding Organisation, regulated by Ofqual, and the Welsh Government for their qualifications on the national framework i.e. the Qualifications and Curriculum Framework (QCF). It has a long established reputation for developing and awarding high quality vocational qualifications across a wide range of industries.

As a registered charity, ABC Awards combines 180 years of examination and assessment expertise but also implements a responsive, flexible and innovative approach to the needs of our customers.

How much does it cost?

The full course fee is **£395**

There are two Options available for you.

Option 1

When paying full fee in advance you will get **£80** fee discount and will pay **£315** for the complete course.

Option:2

When paying in instalments you will pay **£395** for the complete course. This fee will be paid according the following schedule:

At the time of admission **£95**. Then **12** instalments of **£25** each.

The fee covers complete cost of your course which includes: the cost of registration, course study material, tutor support and certification fee.

Payment Methods

We at BOLC offer you the variety of payment methods to make the payment process easily manageable. You can choose any of the following methods to pay your fee:

☞ **Credit or Debit Card**

☞ **PayPal**

☞ **Bank Transfer**

Can I pay my fees in instalments?

Yes, you can pay your fee in up to 12 interest free monthly instalments. However there is special fee discount available for those paying in full at the time of admission.

Career opportunities

Good customer service skills are important in all industries. You could work in all kinds of employment sectors including; retail, finance, travel, telecommunications, manufacturing and local authorities. With experience, you could progress to team leader, customer services manager, or (depending on the type of employer) into sales or account handling.

How to Apply?

Online:

You can enroll online by completing the **Apply Online** form on **www.bolc.co.uk**

OR

Email:

You can contact us on **admissions@bolc.co.uk** and we will send you all the course information along with the application form which you can fill in and return to us on the same email. After processing your application form we will send you an invoice for the payment of your fee along with guidance on making payment.



Apply Now!



CONTACT US

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