

By David G. Lee and Kristie J. Nelson-Neshour

>PRESENTATIONS

HOW TO CALM DOWN
THINK CLEARLY AND
CAPTIVATE YOUR AUDIENCE



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Presentations David G. Lee, Kristie Nelson-Neuhaus, 2002 *Customer Service Management in Africa* Robert Hinson, Ogechi Adeola, Terri Lituchy, Abednego Amartey, 2020-05-07

Customer Service Management in Africa A Strategic and Operational Perspective 978 0 367 14337 4 K410515

Customer Service is Changing The message of 34 authors featured in *Customer Service Management in Africa A Strategic and Operational Perspective* is clear Today's consumers are no longer passive audiences but active players that engage with businesses at each stage of product or service design and delivery systems Consumer demands and expectations are also increasingly being dictated by changing personal preferences enhanced access to information and expanding digital reality The customer service principles strategic and operational advocated by these authors are universal but particularly compelling as they apply to Africa's unique and dynamic operating environment In recognition of the importance of excellent customer service this comprehensive and well timed book provides an essential guide on the increasing role of the customer to business success This book discusses the management and delivery of customer service under seven broad themes Customer Service as Shared Value Customer Service Strategy Customer Service Systems Customer Service Style Customer Service Culture Customer Service Skills and Customer Experience Advancing Customer Service in Africa Central questions posed and addressed include What is the new definition of customer service management How should organisations position themselves to create value for customers and stakeholders How should employees project themselves to align with customer service promises made by their organisations Overall this book provides strategic and operational insights into effective customer service management in Africa The customer service management concepts roles and practices outlined particularly as they apply to the African context make it an important addition to scholars or practitioners reference works Work with Me Debra S. Magnuson, Lora S. Alexander, 2008 Communication For Professionals ANATH LEE WALES, Book Description Unlock the power of effective communication with *Communication for Professionals* the second instalment in the Business Professionalism series by Anath Lee Wales This essential guide is designed to elevate your communication skills providing you with the tools needed to thrive in the modern business world In this comprehensive book you'll explore Introduction to Business Communication Learn the foundational concepts including Encoder Decoder Responsibilities Medium vs Channel Barriers to Communication Strategies for Overcoming Barriers and the dynamics of Verbal vs Non verbal Communication Structuring Business Communication Understand the structure and lines of communication within an organization define your message analyze your audience and learn how to effectively structure your communication Developing a Business Writing Style Discover the roles of written communication characteristics of good written communication and strategies to develop an effective writing style Types of Business Writing Master various business writing formats including Business Letters Memos Reports Emails and Online Communication Etiquette ensuring you can handle any writing scenario with confidence Writing for Special Circumstances

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