



دورة تدريبية في إتقان قياس وتحليل رضا العملاء وجودة الخدمة

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الرجوع: 36342_25506 التاريخ: 13 - 17 Apr 2027 الموقع: برشلونة الرسوم: Euro 5700

Course Overview:

The course equips participants with advanced skills in measuring, managing, and enhancing customer satisfaction in public service sectors. It covers customer satisfaction measurement, service quality evaluation, and customer feedback management. The course also includes methods like customer journey mapping, satisfaction surveys, and customer insight techniques. Participants will gain insights into customer perceptions, expectations, and the SERVQUAL model, enabling them to effectively analyze customer satisfaction.

Target Audience:

- Public Service Managers
- Customer Service Directors
- Quality Assurance Officers
- Customer Insight Analysts
- Operations Managers
- Marketing Executives
- Government Officials

Targeted Organizational Departments:

- Public Relations
- Quality Assurance
- Customer Support
- Marketing & Sales
- Operations

Targeted Industries:

- Public Administration
- Healthcare Services
- Hospitality
- Telecommunications
- Retail and Consumer Services

Course Offerings:

By the end of this course, participants will be able to:

- Measure customer satisfaction using various methods including satisfaction surveys, SERVQUAL, and feedback analysis.
- Implement strategies to manage customer satisfaction effectively in public services.
- Conduct customer journey mapping and improve public service satisfaction.
- Utilize customer segmentation analysis to better understand target markets.
- Apply mystery shopping techniques to assess service delivery performance.

Training Methodology:

The course features interactive training with case studies, group discussions, and real-world applications. Participants engage in customer journey mapping, role-playing for satisfaction surveys, and service quality evaluations. The course also includes hands-on activities such as mystery shopping simulations and focus group insights. Through interactive feedback sessions, participants analyze customer satisfaction data and apply customer insight techniques to develop actionable strategies for improving public service satisfaction and organizational performance.

Course Toolbox:

- ebooks covering customer satisfaction measurement and management strategies.
- Access to online resources on public sector service quality.
- Satisfaction survey templates.
- Case studies on managing customer feedback.
- Checklists for benchmarking service delivery performance.

Course Agenda:

Day 1: Understanding Customer Satisfaction and Public Service Dynamics

- The Changing Role of Public Services and the Citizen/Customer Relationship Topic 1:
 - Why Manage Customer Satisfaction in Public Services? Topic 2:
 - Different Faces of Citizens/Customers in Public Service Delivery Topic 3:
 - Public vs. Private Service Delivery - Key Differences Topic 4:
 - Service and Product Characteristics in Public Services Topic 5:
 - Introduction to Customer Satisfaction Concepts and Models Topic 6:
 - Reflect on the changing role of customers in public services and key takeaways from Reflection & Review:
- Day 1

Day 2: Key Determinants of Customer Satisfaction and Service Quality

- Understanding Expectations and Perceptions in Customer Satisfaction Topic 1: •
- The SERVQUAL Model for Service Quality Evaluation Topic 2: •
- Determinants of Service Quality in Public Services Topic 3: •
- Identifying and Measuring Key Satisfaction Factors Topic 4: •
- How to Address Customer Expectations vs. Perceptions Topic 5: •
- Impact of Quality Factors on Customer Satisfaction Topic 6: •
- Review service quality measurement tools and determinants of satisfaction Reflection & Review: •

Day 3: From Measurement to Management: Methods and Techniques

- From Satisfaction Measurement to Customer Satisfaction Management Topic 1: •
- Methods for Measuring Customer Satisfaction Surveys, Focus Groups Topic 2: •
- Customer Journey Mapping and Process Analysis Topic 3: •
- Usability Testing and Feedback Analysis Topic 4: •
- Mystery Shopping and Frontline Staff Insights Topic 5: •
- Co-evaluation Techniques for Public Services Topic 6: •
- Reflect on methods for measuring and managing satisfaction in public services Reflection & Review: •

Day 4: Implementing Customer Satisfaction Strategies

- Co-production and Co-design in Public Service Delivery Topic 1: •
- Citizen/Customer Panels and Engagement Strategies Topic 2: •
- Using ICT to Gather Feedback and Improve Services Topic 3: •
- Satisfaction Surveys and their Pros and Cons Topic 4: •
- Benchmarking Public Service Satisfaction Topic 5: •
- Building a Strategy for Continuous Service Improvement Topic 6: •
- Evaluate strategies for engaging customers and improving service delivery Reflection & Review: •

Day 5: Continuous Improvement and Long-Term Satisfaction Management

- Organizational Improvement through Customer Feedback Topic 1: •
- Public Sector Service Improvement Strategies Topic 2: •
- Enhancing Service Reliability and Responsiveness Topic 3: •
- Using Citizen Charters for Service Accountability Topic 4: •
- Managing Service Performance and Customer Expectations Topic 5: •
- Ensuring Customer Loyalty through Service Quality Topic 6: •
- Reflect on long-term strategies for managing and sustaining customer satisfaction Reflection & Review: •

How This Course is Different from Other Customer Satisfaction Courses:

This course offers a tailored approach to public sector satisfaction management, focusing on practical methods like the SERVQUAL model and customer journey mapping. It also includes hands-on techniques such as mystery shopping and co-design with customers. The program is designed for immediate real-world application and equips participants to effectively manage and enhance customer satisfaction in public services.



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HR TRAINING &
DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم
البيانات



دورات إدارة الجودة وتطوير العمليات



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المبيعات



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والتعاقدات



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والعلاقات العامة



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المعلومات



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الهائية



دورات مكتب إدارة المشاريع وإدارة المشاريع
الرشيقية



دورات معتمدة من قبل هيئات دولية

مدن التدريب



اسطنبول - تركيا



أمستردام - هولندا



أنقرة - تركيا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلاند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

مدن التدريب



جاكرتا - جمهورية اندونيسيا



تبليسي - جورجيا



بوكيت - تايلاند



برشلونة - إسبانيا



روما - إيطاليا



دبي - الإمارات العربية المتحدة



جوهانسبرغ - جنوب إفريقيا



جنيف - سويسرا



شرم الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة الأمريكية



زنجبار - تنزانيا



طوكيو - اليابان



طشقند - أوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة الأمريكية

مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترنو - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نيروبي - كينيا



ميونخ - ألمانيا

WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



AGILE LEADERS
Training Center

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