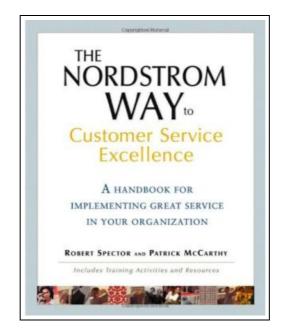
The Nordstrom Way to Customer Service Excellence: A Handbook For Implementing Great Service in Your Organization



Filesize: 4.12 MB

Reviews

This pdf is indeed gripping and interesting. It is definitely simplistic but shocks within the 50 percent of your book. Once you begin to read the book, it is extremely difficult to leave it before concluding. (Michael Spinka)

THE NORDSTROM WAY TO CUSTOMER SERVICE EXCELLENCE: A HANDBOOK FOR IMPLEMENTING GREAT SERVICE IN YOUR ORGANIZATION



Wiley, 2005. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: Introduction. PART I: What Managers Can Do to Create Nordstrom-Style Service. 1. The Nordstrom Story: How a Century of Family Leadership Created a Culture of Entrepreneurship, Consensus, and Service. Exercise: What IS Our Company's History? 2. Spreading the Service Culture: Publicly Celebrate Your Heroes; Promote from Within. Exercise: Tell the Story of Your Company's Heroes. Exercise: What Do We Stand For? 3. Line Up and Cheer for Your Customer: Create an Inviting Place to Do Business. Exercise: You're the Customer. Exercise: Call Your Company. Exercise: Surf Your Company's Web Site. 4. How Can I Help You? Provide Your Customers with Lots of Choices. Exercise: Expand Your Customers' Choices. PART II: What Supervisors Can Do to Create Nordstrom-Style Service. 5. Nordstrom's #1 Customer Service Strategy: Hire the Smile. Exercise: Hiring Questionnaire. 6. That's My Job: Empower Employees to Act Like Entrepreneurs to Satisfy the Customer. Exercise: What Does Empowerment Mean? Exercise: Empowering Compensation. 7. Dump the Rules: Tear Down the Barriers to Exceptional Customer Service. Exercise: Examine Your Rules. 8. This Is How We Do It: Manage, Mentor, and Maintain Great Employees. Exercise: Praising Your Employees. Exercise: Organize Recognition, and Praise: Create a Sustainable, Emotional Bond with Your Employees. Exercise: Customer Feedback: Letters. PART III: What Employees Can Do to Create Nordstrom-Style Service. 10. Sell the Relationship: How Frontline Salespeople Create Lifetime Customers. Exercise: Measuring Both Feet. Exercise: Tracking Spheres of Influence. Exercise: Rewarding Vendors and Suppliers. 11. The Sale Is Never Over: Secrets of Nordstrom's All-Time Top-Performing Salesperson. Exercise: Create Your Own System. Exercise: Get Feedback from the Customer. 12. Play to Win: Encourage Teamwork...

- Read The Nordstrom Way to Customer Service Excellence: A Handbook For Implementing Great Service in Your Organization Online
 Download PDF The Nordstrom Way to Customer Service Excellence: A Handbook For Implementing Great Service in Your Organization
 - Download PDF The Nordstront way to Customer Service Excellence. A Handbook Por Implementing Great Service in Tour Organiz-

Other PDFs	
PDF	Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in.This book is about my cousin, Billy a guy who taught me a lot over the years and who Download PDF
PDF	Grandpa Spanielson's Chicken Pox Stories: Story #1: The Octopus (I Can Read Book 2) HarperCollins, 2005. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: Foreword by Raph Koster. Introduction. I. EXECUTIVE CONSIDERATIONS. 1. The Market. Do We Enter the Market? Basic Considerations. How Download PDF
PDF	The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds Anness Publishing. Paperback. Book Condition: new. BRAND NEW, The Trouble with Trucks: First Reading Book for 3 to 5 Year Olds, Nicola Baxter, Geoff Ball, This is a super-size first reading book for 3-5 year Download PDF
PDF	Maisy's Christmas Tree Candlewick, 2014. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: The final scene of the gang caroling around the tree, complete with paper crowns from British Christmas crackers, is Download PDF
PDF	Star Flights Bedtime Spaceship: Journey Through Space While Drifting Off to Sleep CreateSpace Independent Publishing Platform, 2013. Book Condition: New. Brand New, Unread Copy in Perfect Condition. A+ Customer Service! Summary: "Star Flights Bedtime Spaceship" is a charming and fun story with the purpose to help children Download PDF

»