



COPC® Contact Center Management Training



Online Certification Training That Sets The Standard

The COPC Contact Center Management Training is designed for contact center supervisors and new managers wanting to hone their skills and knowledge with the benefits of a flexible, modular online approach. This training is based on best practices observed in high-performing operations and provides a comprehensive overview of the best practices required to achieve your contact center's goals.

Online training courses are based on the COPC Customer Experience (CX) Standard. The COPC CX Standard focuses on Leadership & Planning, Processes, People, and Performance. All modules are designed to allow students to learn, individually, at their convenience and pace. Training can be purchased by individuals or for groups. Online training is delivered by COPC Inc. consultants with real-world examples, activities, and resources to enhance student learning.

This online certification course includes:

- Nearly 19 hours of training across 12 modules, all developed by COPC Inc. and based on the COPC CX Standard
- The ability for students to progress and learn at their own pace and tracking tools to manage their progress of the course
- COPC Certified Professional Manager certification (with two exam attempts)
- Interactive digital certificate and badge to showcase COPC Certified Professional Manager achievement
- Access to the entire training for one year from the date of purchase

COPC Contact Center Management Training Modules:

1. An Introduction to the Contact Center Industry
2. Inbound Phone Service Management and Metrics
3. Cost, Efficiency, and Productivity Metrics and Management
4. WFM Introduction: Forecasting, Staffing and Scheduling
5. WFM Introduction: Real-Time Management
6. Quality in the Contact Center: Common Pitfalls
7. Customer Satisfaction and Dissatisfaction
8. Deferred Transactions Management and Metrics
9. Recruiting, Hiring, Training, Skills, and Knowledge Verification
10. Good Graphing Tips for Contact Center Professionals
11. How to Review Data and Reporting with CUIKA
12. Measuring and Managing Absenteeism and Attrition

Learn more at go.copc.com/onlinetraining

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What you will learn:

- Fundamental management principles of the contact center industry, including metrics, terminology, frameworks, and the importance of the COPC CX Standards: Leadership & Planning, Processes, People, and Performance
- Techniques for adjusting to “real-time” fluctuations in volume, handle time, adherence, etc.
- Inbound phone service metrics and how to set appropriate inbound phone service performance targets
- Management of deferred, “non-phone,” or “batched” transactions”
- Necessary components to understand contact center costs and techniques to improve overall efficiency
- High-performing benchmarks and practices in the key areas of recruiting, hiring, training, skills, and knowledge verification
- How to create attractive, impactful charts and graphs in the contact center
- Important elements of forecasting, staffing, and scheduling
- How to measure and manage both absenteeism and attrition
- And much more!

Who should attend:

This certification course is designed for supervisors and those new to contact center operations.

Contact/Call Center

- Supervisors
- Managers
- Team Leads
- CX Professionals

Become a COPC Certified Professional Manager



To earn the designation “Certified Professional Manager” and receive a digital certificate and badge, participants must complete the COPC® Contact Center Management Training course and successfully pass an online final exam.

About COPC Inc.

COPC Inc. provides consulting, training, certification, benchmarking and research for operations that support the customer experience. The company created the COPC Standards, a collection of performance management systems for customer experience operations, customer experience management, vendor management and procurement. Founded in 1996, COPC Inc. began by helping call centers improve their performance. Today, the company is an innovative global leader that empowers organizations to optimize operations for the delivery of a superior service journey. COPC Inc. is headquartered in Winter Park, FL, U.S. and with operations in Europe, Middle East, Africa, Asia Pacific, Latin America, India, and Japan. www.copc.com.

Learn more at
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