



Customer Experience Co-Creation

One-Day Workshop

The fully interactive workshop shows how to innovate by taking a customer-centric strategy. It demonstrates how to deliver the desired values through experience to a particular target segment.

The workshop will walk you through the process of developing ideas to producing high-impact experiences that drive results. It creates an internal strategy and approach to assist your employees in becoming empowered, motivated, and aware of what needs to be done differently, as well as having the skills to make things happen.



OUTPUTS:

- Begin CX by aligning corporate mindsets and innovating CX;
- Determine the values that motivate the emotional impacts of customers. Identify pain points and chances to improve customer experience;
- Use tools and theories to find key targets, co-create, and execute novel experiences in clients' current situations;
- An overview of how to build up a strategy and maximize impact through broadcasting;
- Key concepts and tools demonstrated: Experience Archetypes® / CJM / Personas / Pain point & MOT / Customer Needs Matrix / Service Blueprint / Evaluation Matrix.



Experience Archetypes®

	Workshop Outline	Customer Experience Fundamental <i>(Half-Day Workshop)</i>	Customer Experience Co-Creation <i>(One-Day Workshop)</i>	Customer Experience Strategy <i>(Two-Day Workshop)</i>
1	Align Mindset	Lecture	Lecture	Lecture
2	Generate Value	Lecture	Lecture	Lecture
3	Understand Target	Hypothetical Cases	Clients' Current Situations	Clients' Current Situations
4	Create Strategy	Lecture	Lecture	Clients' Current Situations
5	Innovate Experience	Hypothetical Cases	Clients' Current Situations	Clients' Current Situations
6	Execute Idea	Lecture	Clients' Current Situations	Clients' Current Situations
7	Broadcast Experience	Lecture	Lecture	Clients' Current Situations
8	Measure Result	Lecture	Lecture	Lecture
9	Build Culture	Lecture	Lecture	Lecture

TRAINER AND FACILITATOR

Kim Lau a certified Associate Certified Coach and NLP practitioner, is a dynamic corporate coaching professional based in Hong Kong. Specializing in English coaching for Fortune 500 MNCs, she brings expertise in talent development, using engaging workshops with whole brain techniques. Notable for boosting productivity and competencies, Kimberly's consulting extends to assessment centers and interview skills preparation.



With a background in law and recognition from the British Society of Business Practitioner, Kimberly has served as the Learning and Development Director for a leading education services provider. Her diverse training portfolio covers assessment centers, interview skills, brand management, business communication, etiquette, presentation skills, sales, customer service, social media marketing, and talent management.

Key clients include Citigroup, Duty Free, HKU, HSBC, LVMH, and more. Kimberly Lau is a sought-after consultant, known for her impactful training methods in customer experience and corporate coaching.

Consumer Experience is a market phenomenon, and it is constantly evolving. Brand-customer relationships have changed, and brands must adapt to expand or merely survive. Achieving a successful customer experience requires a constant multidisciplinary process involving everyone's efforts. Shine provides Customer Experience Solutions to address the following concerns:

1. How to kickstart CX?
2. How to setup CX strategies?
3. How to have everyone buy-in and involved?
4. How to apply innovation to CX?
5. How to create and execute ideas?
6. How to make impacts with limited resources?
7. How to promote your CX?
8. How to measure experience and track performance?
9. How to get people up to date on CX?
10. How to cultivate CX culture?

Customer Experience Solutions



e-Learning
Learn Fundamentals



Crowd Ideation
Engage Everyone



Co-create Workshop
Innovate Experience



Quantitative Research
Measure Results



e-Learning
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