

How this multinational financial services company transformed its customer service through microlearning



# Challenge

Effectively train customer service reps to answer customer queries and resolve complaints



# Action

Shotclasses enabled quick delivery of SOPs and best practices to ensure better customer support



#### Result

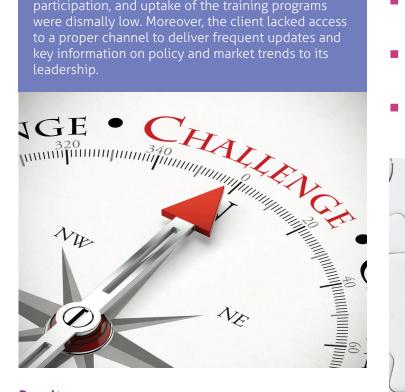
Faster resolution of customer complaints and higher customer satisfaction

# **Executive Summary**

A leading multinational financial services company was facing multi-pronged challenges with its conventional customer service training programs that were delivered either in-person or through desktop-based legacy software. Mindtree's Shotclasseses – an end-to-end microlearning platform - helped the client transition to a digital learning channel. The result: improved learner engagement and consequently, superior overall customer experience.

## The Challenge

Customer service executives at the client's firm found it challenging to learn from conventional training methods such as in-person or desktop-based sessions. The reason: they lacked the flexibility to enable training anytime, anywhere, and on a device of their preference. As a result, learner engagement, participation, and uptake of the training programs were dismally low. Moreover, the client lacked access to a proper channel to deliver frequent updates and key information on policy and market trends to its leadership.



### **Results**

Mindtree's Shotclasses helped deliver several tangible benefits such as:

- 90% of targeted sales associates used Shotclasses to learn about products
- Increased sales conversions due to improved product knowledge
- Increased engagement of sales associates through platform's gamified approach to learning and use of social forums

#### **Our Solution**

To address the client's challenges, Mindtree deployed Shotclasses – an end-to-end microlearning solution designed for the needs of modern learners and organizations. It helped create a digital learning channel to launch and rapidly share information with the team as well as the c-suite. The client used Shotclasses to:

- Deliver bite-sized (typically less than five minutes long) online training modules that could be accessed by its customer service executives on the go.
- Share standard operating procedures as well as best practices to help their team deliver a great customer experience.
- Engage the team through social learning forums and the platform's gamified learning approach.



#### **About the Client**

A U.S based multinational financial services company that is the world's largest card issuer by purchase volume. The company employs more than 20,000 customer service representatives.