

X801/76/11

## Administration and IT

WEDNESDAY, 30 APRIL 10:00 AM – 11:30 AM

Total marks — 50

SECTION 1 — 10 marks

Attempt ALL questions.

SECTION 2 — 40 marks

Attempt ALL questions.

Write your answers clearly in the answer booklet provided. In the answer booklet, you must clearly identify the question number you are attempting.

Use **blue** or **black** ink.

Before leaving the examination room you must give your answer booklet to the Invigilator; if you do not, you may lose all the marks for this paper.





## SECTION 1 — 10 marks

## Read the following information and attempt ALL the questions that follow.

Ayiah Rasheed was recently appointed as the Customer Service Manager of a large energy supplier. In recent months, the business has received a lot of negative publicity. Ayiah was appointed to try to improve customers' experience. She has been reading e-mails and social media comments from customers to gain an understanding of the problems they have been facing.

Several customers reported that they struggled to get through to the customer service centre on the phone or were left on hold for long periods of time. When they did get through, they found staff to be unhelpful and unable to answer their queries. Other customers complained that the company's online chat facility takes too long to connect with an agent. Sometimes they were cut off and unable to reconnect. Several customers also stated that they found it hard to find contact details for the company.

Many customers pay for additional home cover for emergency repairs to their boiler and heating system. They have complained about 'hidden costs' in the repairs that the home cover does not include. One angry customer tweeted on 'X' that they lodged a complaint in writing 6 weeks ago about these costs and did not receive any response from the company. When Ayiah investigated this, she could not find any information about the complaint.

Last month, the Information Commissioner's Office (ICO) contacted the business, concerning a data breach. This involved the details of over 200 customer records. The news hit the media a few days later and caused a further increase in the number of complaints and negative comments online.

The following questions are based on ALL the information provided and on knowledge and understanding you have gained while studying the course.

1. Outline ways in which Ayiah could address the customer service issues identified above.

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2. Describe the problems a business may face when dealing with complaints made by customers on social media.

3. Compare a customer focus group and an online survey as methods of gathering customer feedback.

2. Compare a customer focus group and an online survey as methods of gathering customer feedback.

## [END OF QUESTION PAPER]

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