



**Australian Government**

# **BSBCMM301 Process customer complaints**

**Release: 1**

## BSBCMM301 Process customer complaints

### Modification History

Release	Comments
Release 1	This version first released with BSB Business Services Training Package Version 1.0.

### Application

This unit describes skills and knowledge required to handle formal and informal negative feedback and complaints from customers.

It applies to individuals who apply a broad range of competencies and may exercise discretion and judgement using appropriate knowledge of products, customer service systems and organisational policies to provide technical advice and support to a team.

No licensing, legislative or certification requirements apply to this unit at the time of publication.

### Unit Sector

Communication – Interpersonal Communication

### Elements and Performance Criteria

ELEMENT	PERFORMANCE CRITERIA
<i>Elements describe the essential outcomes.</i>	<i>Performance criteria describe the performance needed to demonstrate achievement of the element.</i>
1 Respond to complaints	1.1 Process customer complaints using effective communication according to organisational procedures established under organisational policies, legislation or codes of practice 1.2 Obtain, document and review reports relating to customer complaints 1.3 Make decisions about customer complaints, taking into account applicable legislation, organisational policies and codes 1.4 Negotiate resolution of the complaint and obtain agreement where possible 1.5 Maintain a register of complaints/disputes 1.6 Inform customer of the outcome of the investigation

<b>ELEMENT</b>	<b>PERFORMANCE CRITERIA</b>
2 Refer complaints	<p>2.1 Identify complaints that require referral to other personnel or external bodies</p> <p>2.2 Make referrals to appropriate personnel for follow-up in accordance with individual level of responsibility</p> <p>2.3 Forward all documents and investigation reports</p> <p>2.4 Follow-up appropriate personnel to gain prompt decisions</p>
3 Exercise judgement to resolve customer service issues	<p>3.1 Identify implications of issues for customer and organisation</p> <p>3.2 Analyse, explain and negotiate appropriate options for resolution with customer</p> <p>3.3 Propose viable options in accordance with appropriate legislative requirements and enterprise policies</p> <p>3.4 Ensure matters for which a solution cannot be negotiated are referred to appropriate personnel</p>

## Foundation Skills

*This section describes language, literacy, numeracy and employment skills incorporated in the performance criteria that are required for competent performance.*

<b>Skill</b>	<b>Performance Criteria</b>	<b>Description</b>
Reading	1.1, 1.2, 1.3, 2.1, 3.3	<ul style="list-style-type: none"> <li>Recognises, identifies and interprets textual information to determine legislative, regulatory and organisational requirements</li> </ul>
Writing	1.2, 1.5, 1.6, 2.2, 3.3	<ul style="list-style-type: none"> <li>Documents complaints and actions taken in accordance with organisational requirements</li> <li>Records spoken information clearly and accurately for future reference</li> </ul>
Oral Communication	1.1, 1.4, 1.6, 2.2, 2.4, 3.2, 3.3, 3.4	<ul style="list-style-type: none"> <li>Presents or requests information using words and non-verbal features appropriate to the audience and context</li> <li>Uses listening and questioning techniques to gather information and confirm understanding</li> </ul>
Navigate the world of work	1.1, 1.3, 2.1, 3.1, 3.3	<ul style="list-style-type: none"> <li>Takes personal responsibility for following organisational policies and procedures and legislative requirements</li> </ul>
Interact with	1.4, 2.2, 2.4, 3.2,	<ul style="list-style-type: none"> <li>Follows organisational communication practices and</li> </ul>

others	3.3, 3.4	procedures when referring complaints, seeking advice or negotiating outcomes
Get the work done	1.1, 1.2, 1.3, 1.4, 1.5, 2.2-2.4, 3.1	<ul style="list-style-type: none"> <li>• Takes responsibility for planning, sequencing and completing tasks to achieve required outcomes</li> <li>• Addresses less predictable problems applying problem solving processes in determining solutions that meet organisational requirements</li> <li>• Uses the main features and functions of digital tools to complete work tasks</li> </ul>

## Unit Mapping Information

Code and title current version	Code and title previous version	Comments	Equivalence status
BSBCMM301 Process customer complaints	BSBCMM301B Process customer complaints	Updated to meet Standards for Training Packages	Equivalent unit

## Links

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=11ef6853-ceed-4ba7-9d87-4da407e23c10>