

Official curriculum of HDI.

HDI's official curriculum addresses the needs of support professionals throughout their careers and the various maturity levels of their support operations. It presents the business processes and soft skills required to increase productivity, profitability, and improve customer satisfaction.

KCS® is a service mark of the Consortium for Service Innovation.

*"I've been to many trainings and this is one I enjoyed and benefitted from."*

— *Rebekkah Martinez,*  
*Housing Authority of the*  
*County of Santa Cruz*

*"There aren't many certifications for service desk/desktop support professionals available taking advantage of this opportunity is a smart move."*

— *Antoinette Fite,*  
*Franklin County PUD*

## Course Overview

The role of a desktop support technicians is to serve as an escalation point from the service desk for incidents and service requests.

HDI Desktop Support Technician (HDI-DST) training focuses on key desktop support processes and concepts to improve overall desktop support operations, as well as customer service and interpersonal skills that improve the customer's experience and support team dynamics.

## What You Will Learn

- ▶ Proven techniques for improving on-site customer interaction
- ▶ How operational level agreements impact workflow and prioritization of requests
- ▶ Seven key steps for effective root cause analysis
- ▶ The ITIL® processes of incident, problem, change, release, asset, and configuration management
- ▶ An overview of security management and knowledge management
- ▶ Essential time management and problem-solving skills
- ▶ Effective strategies for managing difficult customers behaviors
- ▶ Key best practices for escalation management

## Who Should Attend

- Technical support professionals who provide level two support and in-person support to internal employees, remote workers, or external customers and require skills specific to this unique form of customer contact
- Individuals who are preparing for the HDI Desktop Support Technician (HDI-DST) certification exam

## Course Prices



**Public Classroom Training:** Interactive two-day course among peers.  
**Member Price: \$1,395 / Price: \$1,495**



**Virtual Classroom Training:** Two days of live, instructor-led training delivered online.  
**Member Price: \$1,395 / Price: \$1,495**



**Online Training:** 10-12 hours of interactive, self-paced learning.  
**Member Price: \$645 / Price: \$695**



**Onsite Training:** A two-day course conducted at your company's site.  
**Call 800.248.5667 for pricing**

## Certification

The certification exam is included with the purchase of this course. Instructions for scheduling the exam are provided upon course completion.



## Register

Call: 800.248.5667 Visit: [www.ThinkHDI.com/DST](http://www.ThinkHDI.com/DST)

#### **Unit 1: Support Center Overview**

Section 1: The Evolution the Support Center  
Section 2: The Role of Desktop Support Technician  
Section 3: The Support Center's Role in the Business

#### **Unit 2: Strategic Framework**

Section 1: Strategic Perspective  
Section 2: Service Level Agreements  
Section 3: Standard Operating Procedures  
Section 4: Business Alignment

#### **Unit 3: Service Delivery Methods and Technology**

Section 1: Service Delivery Methods  
Section 2: Telephony Systems  
Section 3: Service Management Systems

#### **Unit 4: Support Center Processes and Operations**

Section 1: IT Service Management  
Section 2: ITIL Service Support  
Section 3: Security Management  
Section 4: Knowledge Management  
Section 5: Quality Assurance

#### **Unit 5: Customer Management Skills**

Section 1: Total Contact Ownership  
Section 2: Procedures for Contact Handling  
Section 3: Procedures for On-Site Visits

#### **Unit 6: Communication Skills**

Section 1: The Communication Process  
Section 2: Cultural Sensitivity  
Section 3: Vocal Elements  
Section 4: Active Listening  
Section 5: Body Language  
Section 6: Incident Documentation  
Section 7: Writing Skills

#### **Unit 7: Problem-Solving and Troubleshooting Skills**

Section 1: Problem-Solving and Types of Thinking  
Section 2: Questioning Skills  
Section 3: Solve Incidents  
Section 4: Additional Customer Service Skills  
Section 5: Root Cause Analysis

#### **Unit 8: Maximizing Effectiveness**

Section 1: Your Customer's Psychological Needs  
Section 2: Handling Conflict  
Section 3: Difficult Customer Behaviors  
Section 4: Stress Management  
Section 5: The Power of a Service Attitude  
Section 6: Managing Your Time