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## 学习资料

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**Exam** : **820-605**

**Title** : Cisco Customer Success  
Manager

**Version** : DEMO

1.From a Customer Success perspective, which reason to monitor your customer's health is the most important?

- A. It provides the opportunity to address any changes in the customer's experience or actions around the solution
- B. It allows the customer to identify unused licenses so they can be addressed via a service improvement plan
- C. Understanding your customer's health directly enables renewals
- D. It gives the customer valuable insight so they can automatically renew critical on time

**Answer:** A

**Explanation:**

Reference: <https://www.gainsight.com/customer-success-best-practices/how-to-score-customer-health/>

2.What are two barriers of adoption in an organization? (Choose two.)

- A. new product sales motion
- B. lack of knowledge on solution
- C. organizational announcements
- D. implementation issues
- E. hiring practices

**Answer:** BD

3.In an onboarding session, introductions to new stakeholders were made, new KPIs were collated, and desired use cases were discussed.

Which step does the Customer Success Manager take next?

- A. Document the session, stakeholder interests, and metrics for leadership
- B. Create a success plan to be reviewed with the customer at the next review meeting
- C. Provide technical configuration for development
- D. Discuss new opportunities and new products to purchase

**Answer:** B

4.Which list of components of a Customer Success Quarterly Success Review is common?

- A. results from prior quarter, product roadmap, proposed marketing new products, and confirm goals for the next quarter
- B. results from prior quarter, agreed actions completed, benchmarking with the market, and confirm goals for next quarter
- C. results from prior quarter, services delivered, issues and open services cases, and confirm goals for next quarter
- D. results from prior quarter, cover roadmap and promote new products, and confirm goals for next quarter

**Answer:** C

5.Which item should the Customer Success Manager focus on to enable the adoption of a software solution?

- A. KPI that will be improved by the new product solution
- B. current existing products that are being displaced by the solution

- C. current configuration guide of the product solution
- D. product use case that will achieve the desired outcome

**Answer:** A

**Explanation:**

Reference: <https://sixteenventures.com/improve-adoption>