



**Cisco**

**820-605 Exam**

**Cisco Customer Success Manager (CSM) Exam**

**Questions & Answers**

**Demo**

# Product Questions: 50

## Version: 8.0

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### Question: 1

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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

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**Answer: C**

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Reference:

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

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### Question: 2

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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

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**Answer: BD**

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### Question: 3

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DRAG DROP

Drag and drop three valid elements of a success plan from the left to the right. Not all options are used.

business outcomes	valid element of a success plan
confidential customer information	valid element of a success plan
customer financial statements	valid element of a success plan
detailed training plan	
key initiatives	
QSR review dates	

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**Answer:**

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detailed training plan
key initiatives
customer financial statements

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**Question: 4**

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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

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**Answer: C**

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**Question: 5**

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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

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**Answer: D**

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Reference:

<https://sixteentventures.com/improve-adoption>