

# 最新的820-605認證考試的新考古題匯總



P.S. Fast2test在Google Drive上分享了免費的、最新的820-605考試題庫：<https://drive.google.com/open?id=1SdvwfehYrJWzHwm2mQKxus3GPBDuLZQW>

在IT行業迅速崛起的年代，我們不得不對那些IT人士刮目相看，他們利用他們高端的技術，為我們創造了許許多多的便捷之處，為國家企業節省了大量的人力物力，卻達到了超乎想像的效果，他們的收入不用說就知道，肯定是高，你想成為那樣的人嗎？或者羨慕嗎？或者你也是IT人士，卻沒收穫那樣的成果，不要擔心，我們Fast2test Cisco的820-605考試認證資料能幫助你得到你想要的，選擇了我們等於選擇了成功。

Fast2test是領先于世界的學習資料提供商之一，您可以下載我們最新的PDF版本免費試用作為體驗。我們還提供可靠和有效的軟件版本820-605題庫資料，幫助您模擬真實的考試環境，以方便考生掌握最新的Cisco 820-605考試資訊。在我們的指導和幫助下，可以首次通過您的考試，820-605考古題是IT專家經過實踐測試得到的，820-605考古題也能幫您在IT行業的未來達到更高的水平。

>> 820-605考試資料 <<

## 820-605 PDF題庫 - 新版820-605題庫

我相信不論在哪個行業工作的人都希望自己有很好的職業前景。當然在競爭激烈的IT行業裏面也不例外。在IT行業中工作的專業人士也希望自己有個很好的提升機會和很大的提升空間。很多專業的IT人士都知道Cisco 820-605認證考試可以幫你滿足這些願望的。而Fast2test是一個能幫助你成功通過Cisco 820-605的網站。

## 最新的 Digital Transformation Specialist 820-605 免費考試真題 (Q127-Q132):

### 問題 #127

Refer to the exhibit.

What does this health score indicate?

- A. The customer needs to consume more of this product.
- **B. The customer is unlikely to renew this license.**
- C. The customer is unlikely to advocate for this product.

- D. The customer needs to purchase more licenses.

答案： B

解題說明：

The health score in the exhibit indicates low engagement and utilization of the product's features, as evidenced by the low scores in key areas such as Utilization, Implementation, Use, Engage, Adopt, and Optimize.

Specifically, the zero scores in Engage and Adopt suggest that the customer is not fully leveraging the product, which is a strong indicator of low satisfaction or perceived value. This can lead to a higher likelihood of the customer not renewing their license.

References: Best practices in customer success management and health score interpretation.

問題 #128

Which outcome is the best that a Customer Success Manager can achieve for a customer?

- A. removing barriers so the customer achieves the fastest time to value possible from the solution they purchased
- B. full adoption of all the technologies the customer purchased
- C. adoption of all the licenses and features the customer purchased leading to expansion to improve the customer's business
- D. ensuring the customers deployment teams and end users are trained and ready to adopt the technology

答案： C

問題 #129

What is Quarterly Success Review?

- A. new success plan that focuses on the upcoming goals for the customer.
- B. technical analysis that outlines the implementation plan and adoption barriers.
- C. gap analysis that focuses on the state of the customer's current architecture.
- D. a conversation that outlines key initiatives that are agreed upon in the success plan.

答案： C

問題 #130

What are two barriers to adoption within an organization? (Choose two.)

- A. centralized IT organization
- B. organizational silos
- C. agile development model
- D. inadequate knowledge and skills
- E. solution implemented by partner

答案： D,E

問題 #131

The customer has a new leadership team that expresses concern over the lack of adoption of a purchased solution. Which two activities must the Customer Success Manager initiate to mitigate this risk? (Choose two.)

- A. Review the original business case and reassess desired outcomes with the new leadership team
- B. Evaluate the customer's expertise in managing the purchased solution.
- C. Create a new Health Index dashboard with the Sales team.
- D. Examine solution pricing with the Renewals Manager.
- E. Schedule Quarterly Business Review with the new leadership team.

答案： A,E

問題 #132

