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## Cisco Customer Success Manager Sample Questions (Q111-Q116):

### NEW QUESTION # 111

What is a financial implication of churn?

- A. expansion of contract
- B. decrease in discounts
- C. decrease in subscription
- D. increase in service level

**Answer: C**

### NEW QUESTION # 112

Which one of the following solutions enable business outcomes in the financial industry?

- A. Medianet
- B. Remote Expert
- C. Internet of Everything
- D. Multilayer Switching
- E. Plant Floor Control Network

**Answer: B**

### NEW QUESTION # 113

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

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

**Answer: C**

Explanation:

The most common components of a Customer Success Quarterly Success Review include the results from the prior quarter, agreed actions that have been completed, benchmarking with the market, and confirmation of goals for the next quarter. This approach ensures that the review is focused on measurable outcomes and continuous improvement, aligning with best practices in customer success management

### NEW QUESTION # 114

The customer wants to increase their market share and protect brands reputation. Which two business outcomes are critical to the company's success? (Choose two )

- A. business growth
- B. cost efficiency
- C. sustainability
- D. risk management
- E. credibility

**Answer: A,E**

### NEW QUESTION # 115

A large university has deployed a new IT solution designed to improve the overall student and staff experience.

Which approach to measure success is the best?

- A. Twice yearly student and staff surveys with two questions related to IT
- B. Combination of tailored surveys and IT tools-based metrics
- **C. Measure the number of complaints raised by students**
- D. Implement staff Super Users to provide feedback

**Answer: C**

Explanation:

Explanation/Reference:

## NEW QUESTION # 116

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