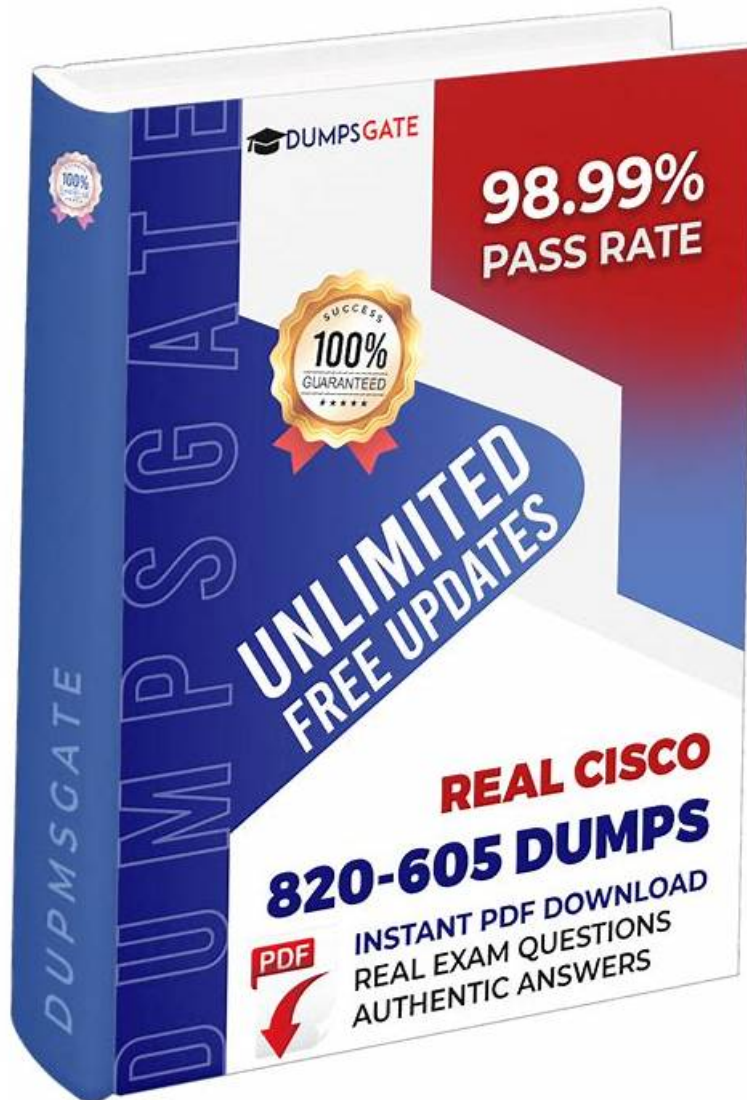


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Cisco Customer Success Manager Sample Questions (Q99-Q104):

NEW QUESTION # 99

A customer informs their Customer Success Manager that they are not realizing the savings expected with their technology solution. The Customer Success Manager acknowledges the concern and takes ownership.

Which action does the Customer Success Manager take first?

- A. Check the account health report, review the expected outcomes in the success plan, and set up an internal meeting with the account team to discuss next steps.
- B. Escalate the situation to your manager and request a customer visit to understand concerns and expectations.
- C. Engage the service delivery manager and request two days of free consultation for the customer.
- D. Communicate to the technical customer center and request that an expert contact the customer to discuss the purchased solution.

Answer: A

NEW QUESTION # 100

The customer wants to increase the number of services in their portfolio and improve the time to launch these services.

Which two business outcomes are appropriate? (Choose two.)

- A. sustainability
- B. employee satisfaction
- C. cost efficiency
- D. business growth
- E. time to market

Answer: D,E

NEW QUESTION # 101

The Customer Success Manager is preparing for a review meeting. The customer has asked for a balance between subjective and objective metrics. Drag and drop the inputs from the left onto the correct subjective and objective categories on the right.

Answer:

Explanation:

□

NEW QUESTION # 102

The customer wants to increase the utilization of their video conferencing system. Drag and drop the actions from the left into the correct sequence on the right.

Answer:

Explanation:

□

NEW QUESTION # 103

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

Answer: B

Explanation:

Explanation/Reference:

NEW QUESTION # 104

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