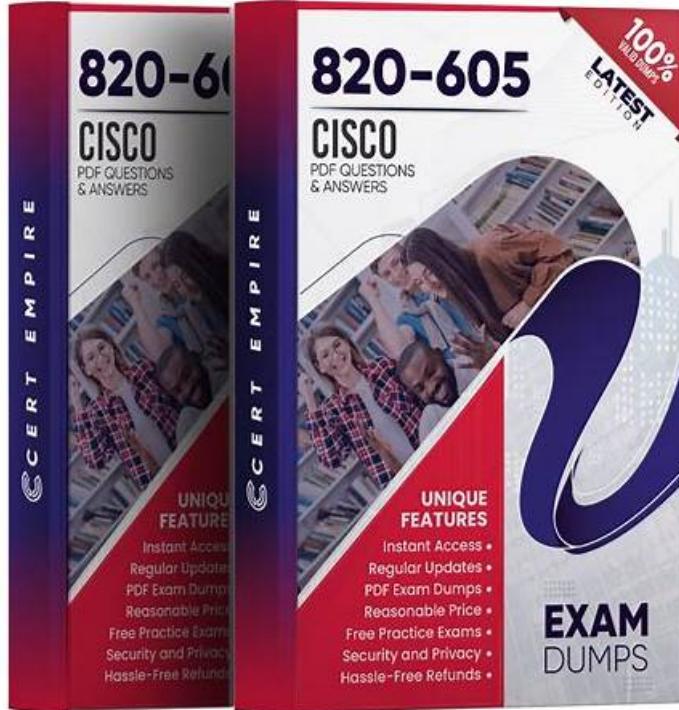


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## Cisco Customer Success Manager Sample Questions (Q106-Q111):

### NEW QUESTION # 106

What are two barriers Of adoption in an organization? (Choose two )

- A. organizational announcements

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

**Answer: B,E**

#### NEW QUESTION # 107

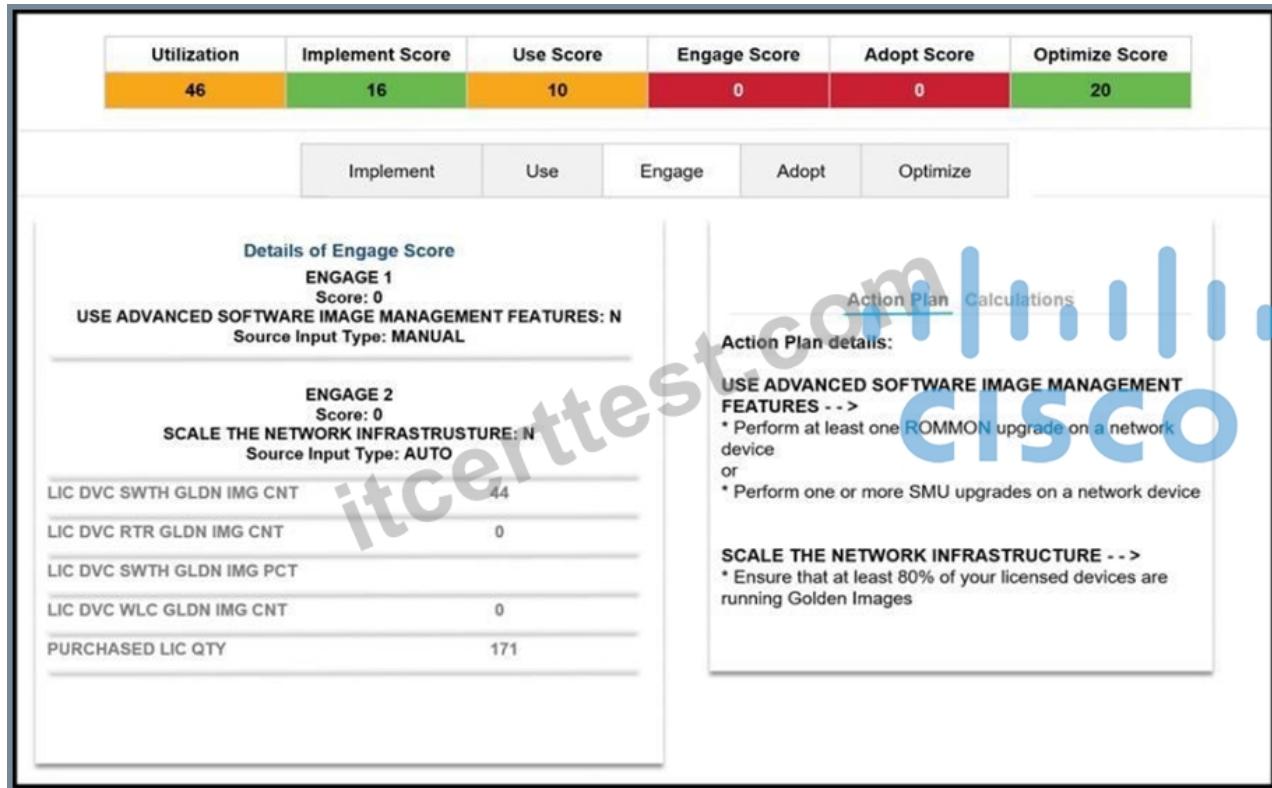
Which item should the Customer Success Manager focus on to enable the adoption of a software solution?

- A. current existing products that are being displaced by the solution
- B. KPI that will be improved by the new product solution
- C. product use case that will achieve the desired outcome
- D. current configuration guide of the product solution

**Answer: C**

#### NEW QUESTION # 108

Refer to the exhibit.



What does this health score indicate?

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

**Answer: A**

#### NEW QUESTION # 109

Drag and Drop Question

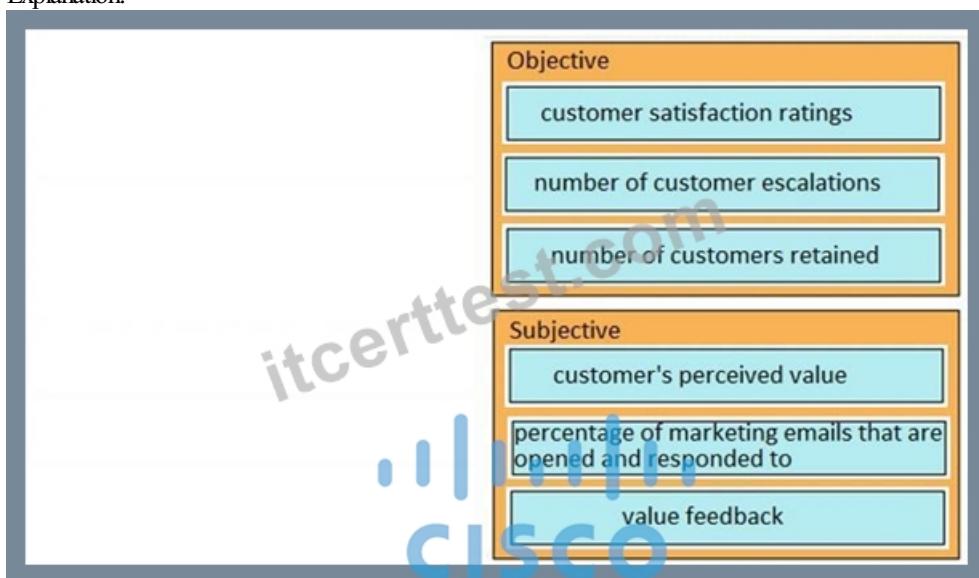
The Customer Success Manager is preparing for a review meeting. The customer has asked for a balance between subjective and objective metrics.

Drag and drop the inputs from the left onto the correct subjective and objective categories on the right.



**Answer:**

Explanation:



#### NEW QUESTION # 110

What is the best reason for documenting your customer's success?

- A. To provide awareness Of the value achieved by the customer's purchased solution.
- B. To document roles and responsibilities for your project management.
- C. To provide expansion opportunities for your sales team.
- D. To establish KPI'S that measure the success of your company's business.

**Answer: A**

#### NEW QUESTION # 111

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