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Cisco Customer Success Manager Sample Questions (Q34-Q39):

NEW QUESTION # 34

Customer A has 120.000 employees and a meeting booking system that is 20 years old. It provides a personalized service that arranges all aspects of video conference meeting. This service includes 21 staff people globally. Customer A has invested in a video conferencing solution. Their desired outcome is to create a cost-savings, self-serve approach to achieve business innovation through face-to-face communications.

Which two main barriers to adoption does the customer face? (Choose two.)

- A. product barrier
- B. cost barrier
- C. cultural barrier
- D. technical barrier
- E. process barrier

Answer: A,E

NEW QUESTION # 35

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

Answer: D,E

NEW QUESTION # 36

What is a lagging indicator of the customer achieving the value proposition?

- A. movement to evaluate stage
- B. decrease in the number of problem reports
- C. contract renewal
- D. product deployment

Answer: C

NEW QUESTION # 37

A customer purchased 500 licenses for its cloud-based collaboration solution. During a customer meeting, they complain to the Customer Success Manager that they cannot verify who and how the licenses are being used. Which two types of adoption barriers are occurring? (Choose two.)

- A. platform
- B. people
- C. tools
- D. process
- E. application

Answer: A,E

NEW QUESTION # 38

On which two objectives should communication with customer executives focus? (Choose two)

- A. new sales
- B. user training
- C. product improvement
- D. return on investment
- E. time to value

Answer: D,E

NEW QUESTION # 39

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