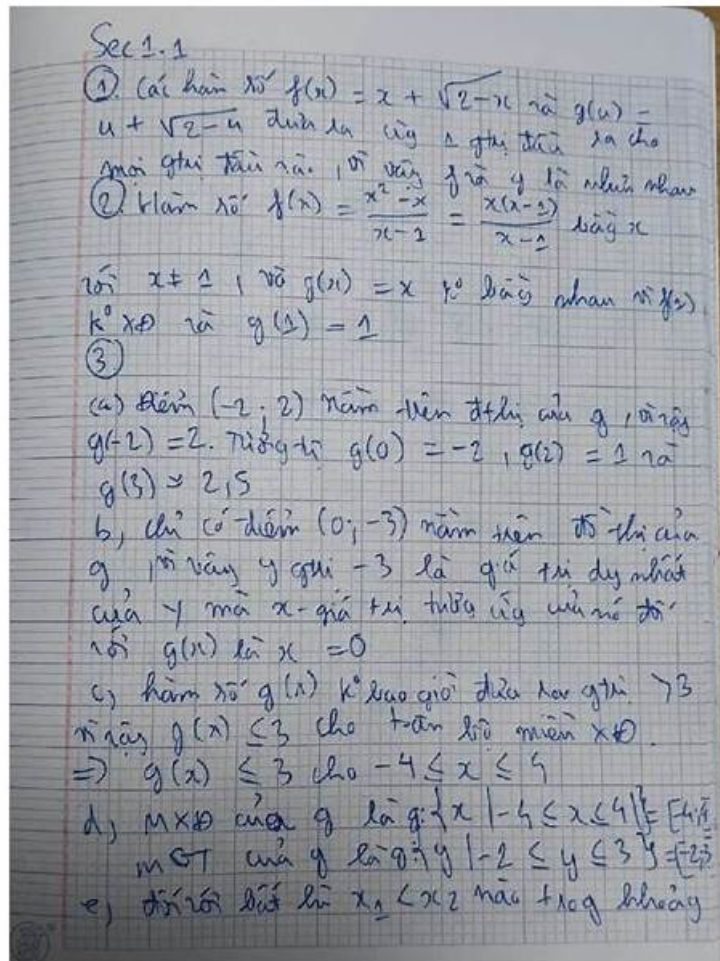


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Cisco Customer Success Manager Sample Questions (Q127-Q132):

NEW QUESTION # 127

From a Customer Success perspective, why should the customer's health be monitored?

- A. to give the customer valuable insight so they can automatically renew critical services on time
- B. to identify unused licenses so they can be addressed via a service improvement plan
- C. to directly enable renewals
- D. to provide the opportunity to address any changes in the customer's experience around the solution

Answer: A

NEW QUESTION # 128

What is the financial implication of churn?

- A. increased renewal value
- B. increased user licensing
- C. reduced revenue
- D. reduced technology footprint

Answer: C

NEW QUESTION # 129

Which type of KPI is of the most interest to Customer Success?

- A. business KPIs that define progress to the Business Outcome
- B. IT services KPIs for operations
- C. sales KPIs for revenue generation
- D. OPEX KPIs that define the operational costs of the company

Answer: A

Explanation:

The type of KPI that is of most interest to Customer Success is A, business KPIs that define progress to the Business Outcome. These KPIs are crucial for tracking the effectiveness of customer success initiatives in achieving the desired business results for the customer

NEW QUESTION # 130

Which tool is used by Customer Success Manager to establish cross-functional alignment, ensure efficient execution and communication across a project team, and facilitate stakeholder management?

- A. Health Index Report
- B. RACI
- C. KPIs
- D. Stakeholder Map

Answer: B

NEW QUESTION # 131

Which two actions are in adoption campaign? (Choose two.)

- A. renewal reminder to stakeholders
- B. survey sent to all end users

- C. messaging to users on best practice approaches to their solution
- D. messaging to stakeholders on new product releases
- E. messaging to stakeholders on the new features of their solution

Answer: C,E

Explanation:

Adoption campaigns typically include actions such as messaging users about best practices for their solutions to encourage proper and effective use, and informing stakeholders about new features that could enhance their solution's value. References: Cisco Customer Success Manager documentation and best practices in adoption campaigns emphasize the importance of educating users and stakeholders to drive solution adoption and utilization.

NEW QUESTION # 132

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