



Visit and Download Full Version Certificationtime Exam Dumps
<https://certificationtime.com/updated/820-602-exam-dumps-pdf/>



Cisco

Exam Questions 820-602

Cisco Customer Success Manager

<https://certificationtime.com/>





Question: 1

From a Customer Success perspective, which reason to monitor your customer's health is the most important?

- A. It provides the opportunity to address any changes in the customer's experience or actions around the solution
- B. It allows the customer to identify unused licenses so they can be addressed via a service improvement plan
- C. Understanding your customer's health directly enables renewals
- D. It gives the customer valuable insight so they can automatically renew critical on time

Answer: C

Reference:

<https://www.gainsight.com/customer-success-best-practices/how-to-score-customer-health/>

Question: 2

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

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

Answer: BD

Question: 3

DRAG DROP

Drag and drop three valid elements of a success plan from the left to the right. Not all options are used.

Questions & Answers PDF Page 3

Answer:

Question: 4

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

- A. results from prior quarter, product roadmap, proposed marketing new products, and confirm goals for the next quarter

Questions & Answers PDF Page 4

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

Answer: C

Question: 5

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

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

Answer: D

Reference:

<https://sixteenventures.com/improve-adoption>

Full Access



Visit and Download Full Version Certificationtime Exam Dumps
<https://certificationtime.com/updated/820-602-exam-dumps-pdf/>

<https://certificationtime.com/updated/820-602-exam-dumps-pdf/>