



820-605^{Q&As}

Cisco Customer Success Manager (DTCSM)

Pass Cisco 820-605 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.geekcert.com/820-605.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

- ⚙️ **Instant Download** After Purchase
- ⚙️ **100% Money Back** Guarantee
- ⚙️ **365 Days** Free Update
- ⚙️ **800,000+** Satisfied Customers





QUESTION 1

Which expense is an operating expense (OPEX)?

- A. payroll
- B. computer equipment
- C. software
- D. office improvements

Correct Answer: A

QUESTION 2

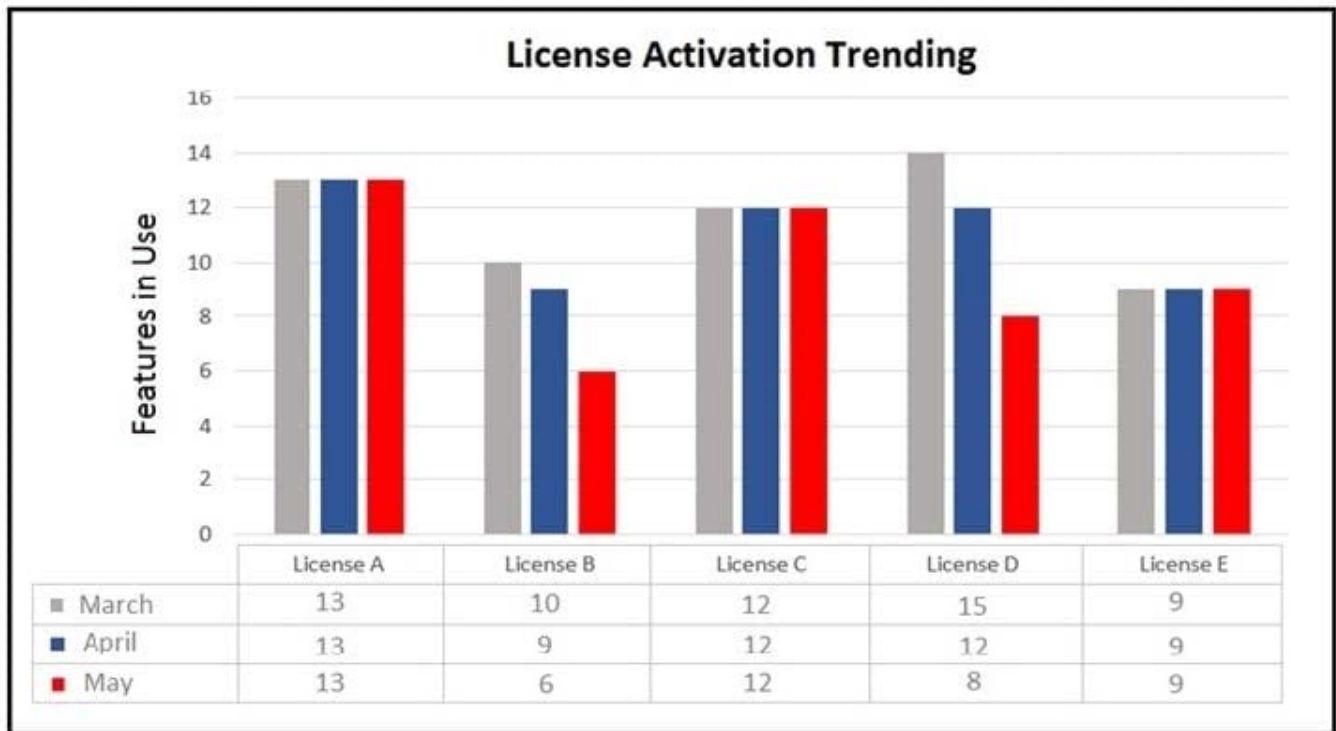
What is the first step a Customer Success Manager should take to identify why the solution was purchased?

- A. Review the bill of materials
- B. Evaluate the Customer Success Plan
- C. Collaborate with the sales team.
- D. Engage with the customer

Correct Answer: D

QUESTION 3

Refer to the exhibit.



Which initial action does a Customer Success Manager take?

- A. Run analysis on all the license types used by the customer on all platforms
- B. Share the report with the customer point of contact for license types B and D and determine causes
- C. Provide trending information on license types B and D and share with all stakeholders
- D. Inform the Sales Account Manager to position a new version of licenses types B and D with additional features

Correct Answer: B

QUESTION 4

What is the barrier type when end-users are having difficulties understanding the features and functionalities of the new solution?

- A. technical
- B. business
- C. operational
- D. corporate culture

Correct Answer: C



QUESTION 5

What is an objective of the Customer Success Manager?

- A. make decisions on behalf of the customer to reduce time to value
- B. train customers to ensure they understand the full capabilities of the solution
- C. help customers recognize the self-service model
- D. solve customer problems to attain business outcomes

Correct Answer: D

[Latest 820-605 Dumps](#)

[820-605 Practice Test](#)

[820-605 Exam Questions](#)