

Cisco Customer Success Manager

Cursusduur: 3 Dagen Cursuscode: DTCSM Version: 2.2 Trainingsmethode: Virtueel & Klassikaal

Beschrijving:

The Cisco Customer Success Manager course gives you the confidence and competence to fulfil the Customer Success Manager (CSM) role successfully, helping your customers realize value from their solutions and achieve their business outcomes. The course offers experiential learning through practical exercises using situations based on real-life use cases and case studies. In this highly interactive course, you can practice and gain confidence in fulfilling core tasks using best-practice tools and methodologies while receiving feedback from the facilitator and your peers.

This course is based on the concept of the customer lifecycle and how to optimize that journey, increasing the value realized by the customer, and maximizing your likelihood to maintain their loyalty and renew or expand their business opportunities. This course prepares you for the Cisco Customer Success Manager Specialist certification exam.

This specialist-level course focuses on enabling you to: Develop skills and knowledge around the increasingly crucial CSM role, which drives organizational and business outcomes from technology solutions in customer engagements: Understand key concepts and terminologies related to the CSM role.

Virtueel en Klassikaal™

Virtueel en Klassikaal™ is een eenvoudig leerconcept en biedt een flexibele oplossing voor het volgen van een klassikale training. Met Virtueel en Klassikaal™ kunt u zelf beslissen of u een klassikale training virtueel (vanuit huis of kantoor) of fysiek op locatie wilt volgen. De keuze is aan u! Cursisten die virtueel deelnemen aan de training ontvangen voor aanvang van de training alle benodigde informatie om de training te kunnen volgen.

Doelgroep:

Individuals preparing for the Cisco Customer Success Manager Specialist certification and individuals who have experience working with customers to determine, measure and deliver business outcomes through the implementation of technology.

Doelstelling:

- | | |
|--|---|
| ■ After completing this course you will be able to: | ■ Describe the tools that the Customer Success Manager uses to ensure customer experience |
| ■ Describe the role of the Customer Success Manager | ■ Describe the lifecycle approach to customer experience |

Vereiste kennis en vaardigheden:

This course has no formal prerequisites, but we recommend that you have:

- Experience with and interest in working with customers to determine, measure, and deliver business outcomes through the implementation of technology
- Time spent in a customer facing role, including technical sales, system engineering, or similar will be especially helpful

Examens en certificering

Recommended as preparation for the following exams:

- **820-605 CSM** - Cisco Customer Success Manager exam.

Cursusinhoud:

Transition to Subscription Economy

- Transition to a Subscription Economy
- Customer and Industry Trends
- Defining Customer Success and the CSM Role

Engaging the Customer for Success

- Engaging the Customer for Success
- Addressing Barriers

Customer Success Management Activities

- Success Plan Elements
 - Customer Success Management Activities
-

Nadere informatie:

Neem voor nadere informatie of boekingen contact op met onze Customer Service Desk 030 - 60 89 444

info@globalknowledge.nl

www.globalknowledge.com/nl-nl/

Iepenhoeve 5, 3438 MR Nieuwegein