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Question No. 1

Which type of information should be captured during the first customer engagement?

- A. cases escalated to technical support
- B. expansion opportunities
- C. customer's desired outcomes
- D. stakeholder map

Answer: C

Question No. 2

Refer to the exhibit.

Task	Stakeholder 1	Stakeholder 2	Stakeholder 3	Stakeholder 4	Stakeholder 5	Stakeholder 6
Project Task 1	R	A	C	A	I	A

What is the problem with this RACI example?

- A. Every task should have four people consulted.
- B. No one has multiple roles.
- C. More stakeholders should be involved.
- D. Too many people are accountable for this task.

Answer: D

Question No. 3

Refer to the exhibit. What does this health score indicate?

- A. The customer is unlikely to renew this license.
- B. The customer is unlikely to advocate for this product.
- C. The customer needs to consume more of this product.
- D. The customer needs to purchase more licenses.

Answer: C

Question No. 4

Which element evaluates a customer outcome?

- A. key performance indicators
- B. milestones
- C. metrics
- D. benchmarks

Answer: A

Question No. 5

Which action should be taken when new company leadership is forcing a competitor's solution?

- **A.** Recheck the value realized by the current solution.
- **B.** Demonstrate how the current solution is a lower-cost solution than competitors.
- **C.** Hold an executive briefing to evaluate risks of the proposed solution.
- **D.** Tell the new leadership about the long-standing relationship between two companies.

Answer: A

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