

"Customer Success Partnership"aa

???????????????????? "Customer Success Partnership" ??????????
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Customer Success Partnership ????????

Customer Success Partnership (??) ???
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1. Transactional (????????????): ???????????????????????????????????????
2. Relational (????????????????????????): ?????????????????????????????????????
3. Partnership (????????????): Customer Success Partnership ????????????? –
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???????????????? Customer Success Partnership

1. ????????????????????? (Outcomes Focus)

- ?????????: "????????????????????????????????????"
- ?????????: "?? 5 ????????????? 1
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2. ????????????????????????????????????? (Understands Customer's Business)

- Partnership ??? "?????"
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- ??????: ????????????????? HR ?????????????????????????????????????
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