

Cisco.700-805.v2022-04-05.q30

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NEW QUESTION: 1

Which action should a Renewals Manager take first?

- A. Meet and confirm the AM, CSS, CSM and their resources
- B. Download contract data and develop a renewals strategy
- C. Meet the customer and perform a renewals diagnosis
- D. Assign an RS to priority accounts

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 2

Which services are contained in the CX portfolio?

- A. Support Services ,Business Critical Services and Professional Services
- B. Support Services,Business Critical Services, Professional Services and Managed services
- C. Support Services and business Critical Services
- D. Support Services,Business Critical Services,Professional Services,Managed services, and Learning Services

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 3

Which statement regarding which tools can be added as value to customer and partners is invalid?

- A. Trusted Data Source for Hardware Refresh and Software renewal insights
- B. help manage Discounts for Quoting
- C. gain insight into new and unique business prospects for your customers and expand sales potential
- D. Adopt on Scores which provide insight into how well customers are utilizing service and software they purchase

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 4

What support should an RM take from the CSM?

- A. Book customer-service briefings
- B. Communicate new green field opportunities
- C. Communicate value and the impact of Cisco solutions
- D. Oversee the closure of contracts

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 5

What is the ATR on a \$10,000 one year recurring revenue contract?

- A. \$10,000 divided by 12
- B. \$10,000
- C. \$1,200
- D. 10% of \$10,000

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 6

Which business benefit of on-time renewals on Cisco products and services is valid?

- A. exclusive relationship with the customer
- B. ability to ensure that our TAC cases get priority over others
- C. access to training programs and material
- D. rebates and discounts from Cisco

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 7

Which service offering helps define the customer's IT vision and strategy?

- A. Advisory
- B. Support
- C. Optimization
- D. Training

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

Which of the Cisco security product offerings focuses on identifying abnormal or suspicious network behaviors?

- A. Tetration
- B. Stealthwatch
- C. Meraki
- D. Appdynamics

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 9

How does Cisco define Business Critical Services?

- A. subscription-based services covering the lifecycle of a technology
- B. Pay-as-you-go, services covering business-critical functions
- C. Pay-as-you-go, technology-based services
- D. hardware replacement

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 10

Which licensing model is the most complex for a customer to manage?

- A. Managed service agreement
- B. Subscription
- C. Enterprise agreement
- D. A La Carte

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 11

When renewing a contract with a customer, which action is important?

- A. Start discussions once the contract has expired.
- B. Propose only the most important part of the solution.
- C. Validate customers business needs.
- D. Do not offer any financing solutions.

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 12

What is the ATR on a \$10,000 one year recurring revenue contract?

- A. \$10,000
- B. \$12000
- C. \$10,000 divided by 12
- D. 10% of \$10,000

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 13

Which task is the responsibility of the renewals manager?

- A. Driving adoption of specific technologies
- B. Managing the success plan
- C. Billing recurring revenue contracts
- D. Managing recurring revenue risk

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 14

What is the primary measurement of success for a Renewals Manager?

- A. Upsell percentage
- B. Percentage of contracts closed
- C. Iarr rate
- D. Renewal success rate

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 15

Which product addresses network segment a in issues and is comprised of Viptela and Meraki products?

- A. Cloud services
- B. Security applications
- C. Tetration
- D. SD-WAN

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 16

Which statement regarding which tools can be added as value to customer and partners is invalid?

- A. Trusted Data Source for Hardware Refresh and Software renewal insights
- B. Adoption scores which provide insight into how well customers are utilizing service and software they purchase
- C. Help manage Discounts for Quoting
- D. Gain insight into new and unique business prospects for your customers and expand sales potential

Answer: C ([LEAVE A REPLY](#))

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NEW QUESTION: 17

What does TPV means ?

- A. Total Partner Value

- B. Total Partner View
- C. Telepresence Value
- D. Total Product Value

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 18

Which statement best describes an Accelerator?

- A. An on-call service for customer support
- B. A one-on-one deep dive on network issues
- C. A hosted one-to-many educational webinar with live expert Q and A
- D. A one-on-one coaching engagement covering specific use cases

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 19

What does IARR measure?

- A. Our ability to expand upon existing customer value
- B. Our ability to internally align renewable resources
- C. Our ability to monitor product utilization, and financial growth collectively
- D. Our ability to increase renewal rates through pricing controls

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 20

What is the Cisco definition of a Reusable Non-Standard Discount (RNSD)?

- A. A discount applied to Cisco products and/or service list pricing and for a continual or ongoing basis.
- B. A discount applied to refurbished or reused Cisco hardware that includes service contracts.
- C. A priority discount applied to third-party products for perpetuity.
- D. A limited time discount applied to Cisco products and/or services.

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 21

Which statement best describes an Accelerator?

- A. A hosted one-to-many educational webinar with live expert Q and A
- B. A one-on-one coaching engagement covering specific use cases
- C. An on-call service for customer support
- D. A one-on-one deep dive on network issues

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 22

Which strategy for successful renewal of service contracts calls for discussing changes in the network and identifying any uncovered additions to the network?

- A. Explore upsell opportunities
- B. Look in revenue streams through co-termination
- C. Focus on benefits
- D. Validate the customer's business needs

Answer: D ([LEAVE A REPLY](#))

NEW QUESTION: 23

Which approach should be applied when renewing a quote?

- A. Reward led approach
- B. Solutions led approach
- C. Product led approach
- D. Concerns led approach

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 24

Which architecture addresses customer needs for voice, video, and data?

- A. Enterprise networking
- B. Data Center
- C. Collaboration
- D. Security

Answer: C ([LEAVE A REPLY](#))

NEW QUESTION: 25

What is the primary customer value of the Cisco Services Portfolio?

- A. Customers can develop their own service offerings
- B. Services packages tailored to specific customer needs
- C. Services priced based on usage
- D. On-call, 24/7 service technicians at all levels

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 26

Which task should a Renewals Manager perform during the Prospect phase?

- A. Risk Assessment
- B. Review new opportunities
- C. Risk mitigation
- D. Terms negotiation

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

What is the primary customer values of the Cisco Services Portfolio?

- A. ON-call,24/7 service technicians at all levels
- B. Customers can develop their own service offerings
- C. Services priced based on usage
- D. Services packages tailored to specific customer needs

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 28

Which business benefit of on-time renewals on Cisco products and services is valid?

- A. Ability to ensure that our TAC cases get priority over others
- B. Rebates and discounts from Cisco
- C. Exclusive relationship with the customer
- D. Access to training programs and material

Answer: A ([LEAVE A REPLY](#))

NEW QUESTION: 29

What is the primary measurement of success for a Renewals Manager?

- A. iARR rate
- B. upsell percentage
- C. renewal success rate
- D. percentage of contracts closed

Answer: B ([LEAVE A REPLY](#))

NEW QUESTION: 30

Which statement best describes an Ask the Expert session?

- A. A hosted educational webinar with live expert Q and A
- B. A 24-7 phone line providing expert advice
- C. A pre-recorded webinar from an expert
- D. A one on one coaching engagement covering specific use cases

Answer: ([SHOW ANSWER](#))

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