

## Pass Your Cisco 700-805 Exam with Correct 50 Questions and Answers [Q24-Q40]



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### How to study the Cisco 700-805: Cisco Renewals Manager Exam

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Discount is the reduction in price by a seller, usually for a limited period of time. Waiting is the state of postponement or delay. Ongoing should always be followed by to + verb. Data is information that is recorded or stored in digital form. Installed is the action

or process of installing or putting in place. Critical is a descriptive word that describes something bad that caused a problem. Health is the state of being well and healthy. Updates are the sending of a copy of a file to another computer or group of computers to keep another computer at the same software version. Recurring refers to something that takes place more than once. Measurement is the ability to analyze and interpret information. Repairs are the actions to make a machine, vehicle, or gadget work again by making repairs. Contact information is the information about someone's identity, address, or telephone number that is necessary to have in order to do something. Transcripts are official or certified copies of documents, which are used or sent to the court.

**NO.24** Which approach should be applied when renewing a quote?

- \* Product led approach
- \* Solutions led approach
- \* Reward led approach
- \* Concerns led approach

**NO.25** Which statement best describes an Ask the Expert session?

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

**NO.26** Which business benefit of on-time renewals on Cisco products and services is valid?

- \* Rebates and discounts from Cisco
- \* Access to training programs and material
- \* Ability to ensure that our TAC cases get priority over others
- \* Exclusive relationship with the customer

**NO.27** Which task is the responsibility of the renewals manager?

- \* Managing the success plan
- \* Driving adoption of specific technologies
- \* Billing recurring revenue contracts
- \* Managing recurring revenue risk

**NO.28** Which business benefit of on-time renewals on Cisco products and services is valid?

- \* ability to ensure that our TAC cases get priority over others
- \* exclusive relationship with the customer
- \* access to training programs and material
- \* rebates and discounts from Cisco

**NO.29** Which task should a Renewals Manager perform during the Prospect phase?

- \* Risk Assessment
- \* Terms negotiation
- \* Review new opportunities
- \* Risk mitigation

**NO.30** What is the future state goal of licensing at Cisco?

- \* Smart License
- \* Standby License
- \* Classic PAK
- \* Right to use

**NO.31** Which strategy for successful renewal of service contracts calls for discussing changes in the network and identifying any uncovered additions to the network?

- \* Local in revenue streams through co-termination
- \* Validate the customer's business needs
- \* Explore upsell opportunities
- \* Focus on benefits

**NO.32** Which statement best describes an Accelerator?

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

**NO.33** What does iARR measure?

- \* our ability to monitor product utilization, and financial growth collectively
- \* our ability to increase renewal rates through pricing controls
- \* our ability to expand upon existing customer value
- \* our ability to internally align renewable resources

**NO.34** Which group of products are enterprise networking products?

- \* Routing,Switching,Access Points
- \* Salesforce,Box,AWS
- \* Iwan,Viptela,Meraki
- \* WAN,LAN,Wireless

**NO.35** How does Cisco define ATR?

- \* Contracts/subscriptions that are available to renew.
- \* ATR is the sum of RR and iARR, minus the attrition rate.
- \* Any customer agreement where attrition has been an issue.
- \* Contracts/subscriptions that have attrition terms revoked.

**NO.36** What support should an RM take from the CSM?

- \* Communicate new greenfield opportunities.
- \* Communicate value and the impact of Cisco solutions.
- \* Book customer-service briefings.
- \* Oversee the closure of contracts.

**NO.37** What is the primary customer value of the Cisco Services Portfolio?

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

**NO.38** Which critical task must be performed during the qualification phase?

- \* Renewal plan development
- \* Validate customer inventory
- \* Quote delivery
- \* Develop a success plan

**NO.39** Which statement best describes an Ask the Expert session?

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

**NO.40** What is the main purpose of CCW-R?

- \* To allow customers and partners to download renewal data
- \* To factor customer ATR,upsell and attrition
- \* To capture partner and customer billing preferences
- \* To allow customers and partners to renew software subscriptions and service contracts from one tool

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