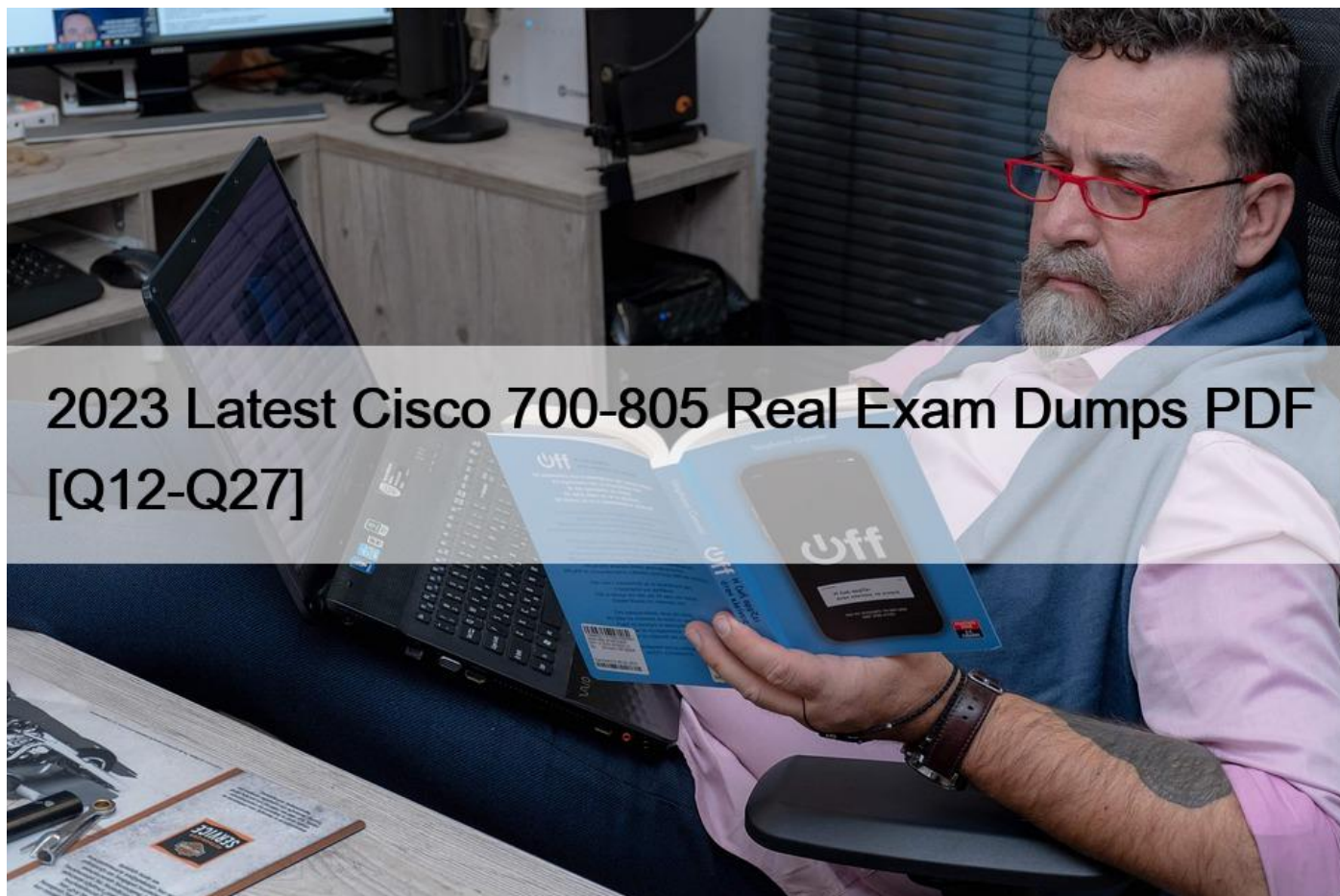


2023 Latest Cisco 700-805 Real Exam Dumps PDF [Q12-Q27]



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700-805 Exam Dumps, 700-805 Practice Test Questions

Cisco 700-805 Exam Syllabus Topics:

TopicDetailsTopic 1- Perform an end-to-end renewals motion with the customer, in a partnership with the account teamTopic 2- Determine the impact of renewals related to Cisco and other products on the company's metrics- Interpret the implications of key financial terms (such as CAPEX, OPEX) on customer procurement options and buying motionsTopic 3- Explain how the customer perceives value of their IT solutions- Utilize the output from tools (such as TPV and icebreaker) to communicate customer products, solutions, and servicesTopic 4- Identify the steps for developing a renewal quote- Identify the steps for processing an orderTopic 5- Identify the RM responsibilities within the Success Plan- Describe the key recurring revenue financial termsTopic 6- Explain the CX Portfolio (including newly introduced offers)- Explain the value of the products, solutions and services to meet business objectivesTopic 7- Identify steps to process exceptions or non-standard elements of a renewal quote- Assess the financial and service impacts of on-time and delayed renews

NO.12 Who do Renewals Managers (RMs) work with?

* RMs work with account managers to drive ongoing revenue risk assessments and plays.

- * RMs work with pre-sales engineers and build customer solutions.
- * RMs work by themselves to develop a high level view customer requirements and objectives.
- * RMs work with service delivery teams and monitor engagements.

NO.13 When renewing a contract with a customer, which action is important?

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

NO.14 Which licensing model is the most complex for a customer to manage?

- * Managed service agreement
- * Subscription
- * Enterprise agreement
- * A La Carte

NO.15 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.16 Which two actions can a partner or customer perform within CCW-R? (Choose two.)

- * View and manage their contracts
- * Change Customer Address
- * Set up billing
- * Order new services
- * Download hardware, software and services datasheets

NO.17 Which architecture addresses customer needs for voice, video, and data?

- * Security
- * Data Center
- * Collaboration
- * Enterprise networking

NO.18 Which action should a Renewals Manager take first?

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

NO.19 Which licensing model represents the highest value?

- * Transactional
- * Subscription
- * Pay as you go
- * Enterprise Agreements

NO.20 Which three financial metrics are critical in renewing subscriptions? (Choose three.)

- * net new sales
- * annual recurring revenue

- * close rate
- * training costs
- * renewal rate

NO.21 Which success indicator for a Renewals manager is valid?

- * New product introductions
- * On-time renewal
- * Stabilized customer satisfaction scores
- * Increased deployment of licenses

NO.22 What is the primary measurement of success for a Renewals Manager?

- * upsell percentage
- * percentage of contracts closed
- * renewal success rate
- * iARR rate

NO.23 Which action can a Renewals Manager take to drive value in the account?

- * Removing adopt on barriers.
- * Define the account forecast.
- * Manage and mitigate renewal risk.
- * Align partners on training.

NO.24 Which two factors drive subscription value for customers? (Choose two)

- * up to date security protection
- * bundling of software and hardware
- * freeware offers
- * training access
- * continuous access to innovation

NO.25 Which task should a Renewals Manager perform during the Prospect phase?

- * Risk Assessment
- * Risk Mitigation
- * Review new opportunities
- * Terms negotiation

NO.26 Which statement best summarizes the intended outcome of the Success Plan?

- * Grow incremental annual recurring revenue
- * Generate financial data that indicates a customer's propensity to renew
- * Provide scheduling for resolving customer quality issues
- * Development of a customer-centric view for achieving value from their portfolio

NO.27 Which three financial metrics are critical in renewing subscriptions?(Choose three)?

- * Annual recurring revenue
- * Close rate
- * Net new sales
- * Training costs
- * Renewal rate

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