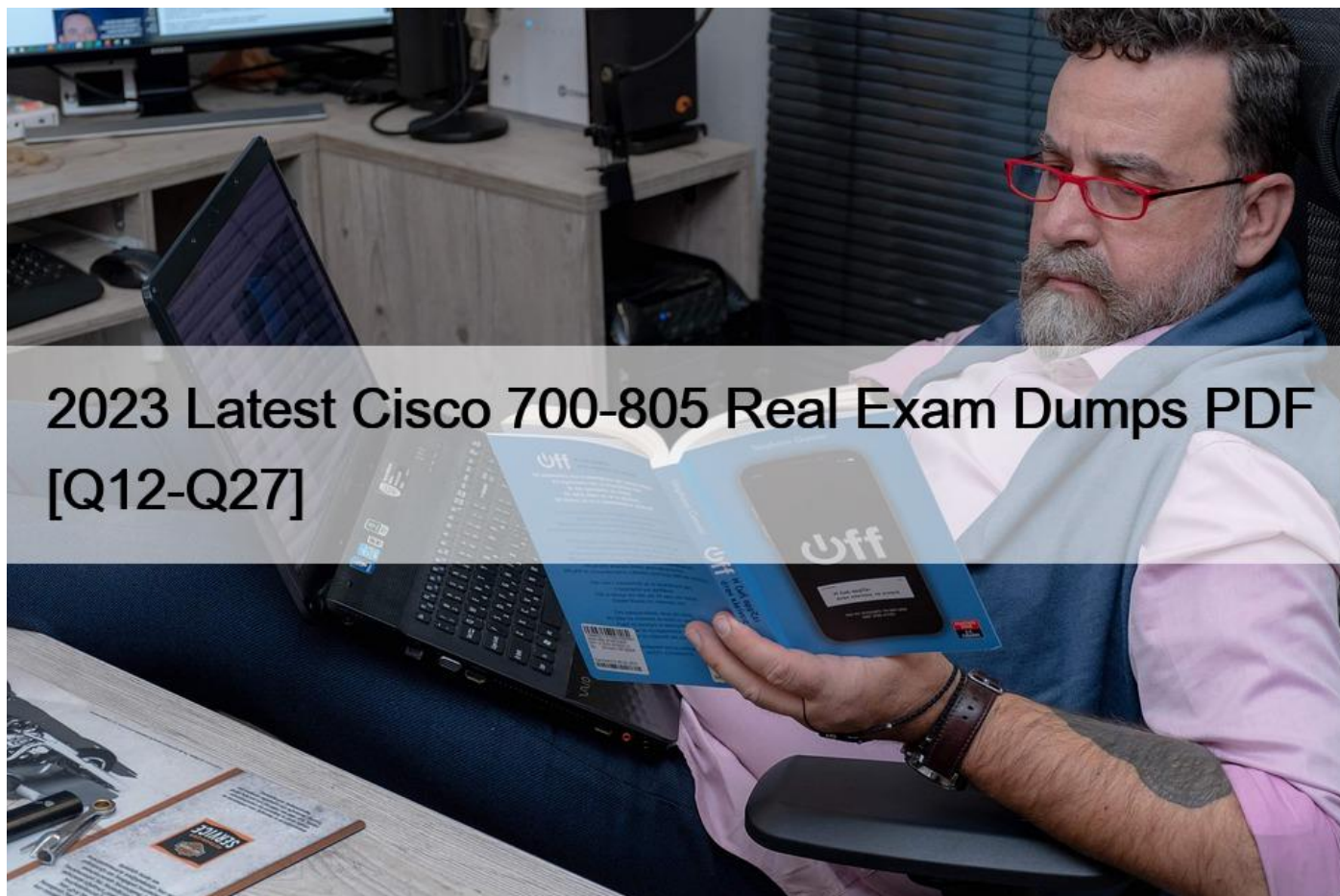


## 2023 Latest Cisco 700-805 Real Exam Dumps PDF [Q12-Q27]



2023 Latest Cisco 700-805 Real Exam Dumps PDF  
700-805 Exam Dumps, 700-805 Practice Test Questions

### Cisco 700-805 Exam Syllabus Topics:

Topic 1- Perform an end-to-end renewals motion with the customer, in a partnership with the account team  
Topic 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 motions  
Topic 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 services  
Topic 4- Identify the steps for developing a renewal quote- Identify the steps for processing an order  
Topic 5- Identify the RM responsibilities within the Success Plan- Describe the key recurring revenue financial terms  
Topic 6- Explain the CX Portfolio (including newly introduced offers)- Explain the value of the products, solutions and services to meet business objectives  
Topic 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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