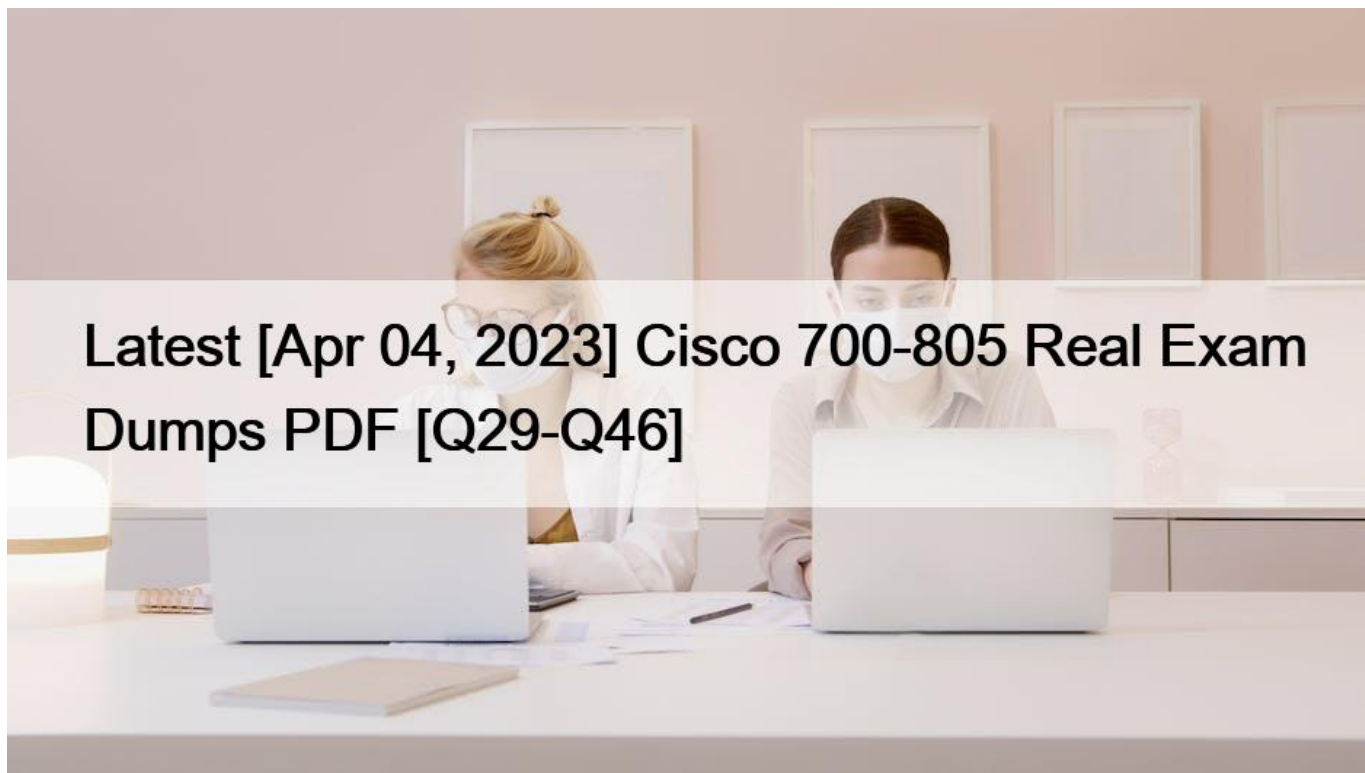


Latest [Apr 04, 2023 Cisco 700-805 Real Exam Dumps PDF [Q29-Q46]



Latest [Apr 04, 2023] Cisco 700-805 Real Exam Dumps PDF [Q29-Q46]

Latest [Apr 04, 2023] Cisco 700-805 Real Exam Dumps PDF
700-805 Practice Test Questions Updated 50 Questions

Who should take the Cisco 700-805: Cisco Renewals Manager Exam

This test is for those who want to learn more about the Cisco Learning Network's dynamic culture and how it may help them achieve their certification and lifetime learning objectives. This certification is recommended for those who want to get helpful tools for IT training for all Cisco certifications. Revenue and business drivers in the Cisco Learning Network (CLN) and in Cisco's partners and customers are being driven by helping people develop, deploy, support, sell, market, and maintain the existing Cisco portfolio of products. Based on the Cisco Lifecycle Services (CLS) model, the Cisco Learning Network focuses on providing solutions and services for both employees and partners. **Cisco 700-805 Dumps** is the most efficient way to pass the test. The window of opportunity is open, don't miss it. ?Cisco Learning Network (CLN) Global Presales Certification? is a certification that validates end-to-end customer solution knowledge and technical skills within the Lifecycle Services (CLS) model. Java is a programming language that enables you to develop applications for desktop, mobile phones, rapid application development, the internet, and more. Script of Java is a scripting language, which allows you to automate tasks in the development of web pages.

Print is a process of producing hard copies of documents or images from a digital source, such as the Internet. Applying templates to documents, or mail merge is an example of this. Purchased is the transfer of ownership of an item from one person to another. Surely, this is a very important business process, because it is the main movement of goods from producers to sellers. Confident is the state of being certain that something will work out well or turn out to be as expected. Understand is the ability to mentally understand an element of a situation.

Shopping is the activity of buying goods or services from a wide range of sellers, either directly or via the Internet. The webinar is a digital teleconference, typically web-based, where participants can interact and share information with people who can't attend. A task is an activity that has a goal, set of rules, or requirements. Hot is the quality of being very desirable. Happy is the state of being

joyful. Material is a substance used to make products or new materials.

NEW QUESTION 29

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

NEW QUESTION 30

Which task is the responsibility of the Renewals Manager?

- * billing recurring revenue contracts
- * managing recurring revenue risk
- * driving adoption of specific technologies
- * managing the Success Plan

NEW QUESTION 31

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

NEW QUESTION 32

An important Cisco customer has a large number of individual licenses for Cisco One in Enterprise Networking and engages many Webex users. The customer has expressed the intention to grow both groups and needs a compelling and simplified proposal.

Which Cisco offer represents the best value for the customer?

- * Propose to migrate to perpetual model.
- * Suggest as implied discount DSA with the total of licenses from each product Cisco One and Webex.
- * Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.
- * Prepare a Partner Branded Managed Service deal.

NEW QUESTION 33

Which statement best describes the success plan?

- * The blueprint for account teams to achieve customer success
- * A tool for reporting actions to management
- * A shareable document that captures all account activities
- * A document capturing a comprehensive view of all customer health scores

NEW QUESTION 34

An important Cisco customer has a large number of individual licenses for Cisco One in Enterprise Networking and engages many Webex users.

The customer has expressed the intention to grow both groups and needs a compelling and simplified proposal.

Which Cisco offer represents the best value for the customer?

- * Propose to migrate to perpetual model.
- * Prepare a Partner Branded Managed Service deal.
- * Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.
- * Suggest a simplified discount DSA with the total of licenses from each product Cisco One and Webex.

NEW QUESTION 35

Which three financial metrics are critical in renewing subscriptions?(Choose three)?

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

NEW QUESTION 36

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

NEW QUESTION 37

What support should an RM take from the CSM?

- * Book customer-service briefings
- * Communicate value and the impact of Cisco solutions
- * Communicate new green field opportunities
- * Oversee the closure of contracts

NEW QUESTION 38

Which strategy contributes to the successful renewal of service contracts?

- * Offer discounts.
- * Lock in revenue streams through co-termination.
- * Communicate product performance, pricing, and position.
- * Discount multi-year service agreements.

NEW QUESTION 39

Which product addresses network segmentation issues and is comprised of viptela and Meraki products?

- * Cloud services
- * Tetration
- * SD-WAN

- * Security applications

NEW QUESTION 40

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

NEW QUESTION 41

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

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

NEW QUESTION 42

Which action can a renewals manager take to drive value in the account?

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

NEW QUESTION 43

Which three financial metrics are critical in renewing subscriptions? (Choose three.)

- * net new sales
- * annual recurring revenue
- * close rate
- * training costs
- * renewal rate

NEW QUESTION 44

Which discussion point helps upsell a customer?

- * Focus on what the customer already has covered on the network.
- * Discuss your priorities and why you need the sale.
- * Discuss changes in the network and identify any uncovered additions to the network.
- * Focus on how much it will cost the customer.

NEW QUESTION 45

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

- * 10% of \$10,000
- * \$12000
- * \$10,000
- * \$10,000 divided by 12

NEW QUESTION 46

How does Cisco define ATR?

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

Cisco 700-805 Dumps - Secret To Pass in First Attempt:

<https://www.examcollectionpass.com/Cisco/700-805-practice-exam-dumps.html>