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To pass the Cisco 700-805 exam, you must demonstrate a comprehensive understanding of Cisco's subscription and renewals programs, as well as the ability to manage customer relationships and navigate Cisco's tools and systems. Cisco Renewals Manager certification is highly regarded in the technology industry and can open up new career opportunities for professionals. It is recommended that candidates have at least two years of experience in sales, account management, or customer success before taking the exam.

NEW QUESTION 26

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 27

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 28

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

NEW QUESTION 29

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 30

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

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

NEW QUESTION 31

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

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

NEW QUESTION 32

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

- * A discount applied to refurbished or reused Cisco hardware that includes service contracts.

- * A discount applied to Cisco products and/or service list pricing and for a continual or ongoing basis
- * A limited time discount applied to Cisco products and/or services
- * A priority discount applied to third-party products for perpetuity.

NEW QUESTION 33

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

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

NEW QUESTION 34

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

- * validate the customer's business needs
- * focus on benefits
- * lock in revenue streams through co-termination
- * explore up-sell opportunities

NEW QUESTION 35

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 36

Which statement is the most accurate description of the Health Index?

- * A measurement tool for resolving specific product quality issues and adoption barriers
- * An ongoing measurement of customer sentiment
- * A tool for service providers to determine what stage of the lifecycle to offering training solutions
- * An ongoing measurement of several key customer health indicators

NEW QUESTION 37

Which licensing model represents the highest value?

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

NEW QUESTION 38

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

NEW QUESTION 39

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

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- * exclusive relationship with the customer
- * access to training programs and material
- * rebates and discounts from Cisco

NEW QUESTION 40

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 41

Which critical task must be performed during the qualification phase?

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

NEW QUESTION 42

What does iarr measure?

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

NEW QUESTION 43

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- * Prepare a Partner Branded Managed Service deal.

NEW QUESTION 44

Which service offering assists the customer in preparing for emerging industry trends?

- * Trending Technical
- * Advisory
- * Managed
- * Training

NEW QUESTION 45

How does Cisco define AT R?

- * 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.

NEW QUESTION 46

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.

Cisco Renewals Manager certification exam consists of 55-65 multiple-choice questions that must be completed within 90 minutes. 700-805 exam covers a range of topics, including Cisco licensing models, Cisco's subscription-based services, and Cisco's software renewal processes. Candidates are also tested on their ability to identify customer needs and propose solutions that meet those needs. 700-805 exam is available in English and Japanese.

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