

700-805^{Q&As}

Cisco Renewals Manager (CRM)

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QUESTION 1

Which approach should be applied when renewing a quote?

- A. Product led approach
- B. Solutions led approach
- C. Reward led approach
- D. Concerns led approach

Correct Answer: C

QUESTION 2

Which action can a Renewals Manager take to drive value in the account?

- A. Removing adopt on barriers.
- B. Define the account forecast.
- C. Manage and mitigate renewal risk.
- D. Align partners on training.

Correct Answer: C

QUESTION 3

What is the main purpose of CCW-R?

- A. to factor customer ATR, up sell and attrition
- B. to allow customers and partners to download renewal data
- C. to allow customers and partner store new software subscriptions and service contracts from one tool
- D. to capture partner and customer billing preferences

Correct Answer: B

QUESTION 4

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?

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

Correct Answer: C

QUESTION 5

Which statement regarding which tools can be added as value to customer and partners is invalid?

- A. Adopt on Scores which provide insight into how well customers are utilizing service and software they purchase
- B. help manage Discounts for Quoting
- C. gain insight into new and unique business prospects for your customers and expand sales potential
- D. Trusted Data Source for Hardware Refresh and Software renewal insights

Correct Answer: C

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