700-805^{Q&As}

Cisco Renewals Manager (CRM)

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QUESTION 1

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

A. Removing adopt on barriers.

B. Def ne the account forecast.

C. Manage and mitigate renewal risk.

D. Align partners on training.

Correct Answer: C

QUESTION 2

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

A. validate the customer\\'s business needs

B. focus on benefits

C. lock in revenue streams through co-termination

D. explore up sell opportunities

Correct Answer: D

QUESTION 3

Which success indicator for a Renewals Manager is valid?

A. increased deployment of licenses

B. stabilized customer satisfaction scores

C. new product introductions

D. on-time renewal

Correct Answer: B

QUESTION 4

Which strategy contributes to the successful renewal of service contracts?

A. Offer discounts.

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B. Lock in revenue streams through co-termination.

C. Communicate product performance, pricing, and position.

D. Discount multi-year service agreements.

Correct Answer: C

QUESTION 5

Which statement best describes an Ask the Expert session?

A. A pre-recorded webinar from an expert

B. A hosted educational webinar with live expert Q and A

C. A 24-7 phone line providing expert advice

D. A one on one coaching engagement covering specific use cases

Correct Answer: D

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