700-805^{Q&As}

Cisco Renewals Manager (CRM)

Pass Cisco 700-805 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.pass2lead.com/700-805.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Cisco
Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

Which action should a Renewals Manager take first?

A. Assign an RS to priority accounts

B. Meet and confirm the AM, CSS, CSM and their resources

C. Meet the customer and perform a renewals diagnosis

D. Download contract data and develop a renewals strategy

Correct Answer: B

QUESTION 2

How does Cisco define AT R?

A. Contracts/subscriptions that are available to renew.

B. ATR is the sum of RR and iARR, minus the attrition rate.

C. Any customer agreement where attrition has been an issue.

D. Contracts/subscriptions that have attrition terms revoked.

Correct Answer: A

QUESTION 3

During which activity of the renewal process would an RM provide an appropriate co- termination timeframe and gain required internal approvals?

A. deal strategy

B. billing

C. proposal build

D. quote delivery

Correct Answer: C

QUESTION 4

Which licensing model represents the highest value?

A. Transactional

![Pass2Lead](https://Pass2Lead.com)
B. Subscription

C. Pay as you go

D. Enterprise Agreements

Correct Answer: D

QUESTION 5

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

A. net new sales

B. annual re curing revenue

C. close rate

D. training costs

E. renewal rate

Correct Answer: BDE

QUESTION 6

Which statement best summarizes the intended outcome of the Success Plan?

A. development of a customer-centric view for achieving value from their portfolio

B. provide scheduling for resolving customer qual y issues

C. generate financial data that indicates a customer\\'s propensity to renew

D. grow incremental annual recurring revenue

Correct Answer: C

QUESTION 7

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

A. Managed service agreement

B. Subscription

C. Enterprise agreement

D. A La Carte

Correct Answer: D

QUESTION 8

Which strategy contributes to the successful renewal of service contracts?

A. Offer discounts.

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 9

Customer A purchased a one-year WebEx contract of 100 seats at $10 per seat. Customer B purchases a three-year WebEx contract of 100 seats at $10 per seat.

What is the annual recurring revenue (ARR) for each?

A. $1000 and $3000

B. $1100 and $3300

C. $1000 and $1000

D. $3000 and $3000

Correct Answer: C

QUESTION 10

Which product addresses network segment a in issues and is comprised of Viptela and Meraki products?

A. Tetration

B. SD-WAN

C. Security applications

D. Cloud services

Correct Answer: D

[Latest 700-805 Dumps](#)   [700-805 VCE Dumps](#)   [700-805 Exam Questions](#)