

IT 认证电子书



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Exam : 700-805

Title : Cisco Renewals Manager

Version : DEMO

1.Which strategy contributes to the successful renewal of service contracts?

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

Answer:B

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

- A.Start discussions once the contract has expired
- B.Propose only the most important part of the solution
- C.Validate customers business needs.
- D.Do not offer any financing solutions.

Answer:C

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

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

Answer:C

4.Which action should a Renewals manager take first?

- A.Meet and confirm the am,css,csm and their resources
- B.Meet the customer and perform a renewals diagnosis
- C.Assign an RS to priority accounts
- D.Download contract data and develop a renewals strategy

Answer:A

5.Which statement best describes the success plan?

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

Answer:D