

# 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