700-805^{Q&As}

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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

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 3

What is the primary measurement of success for a Renewals Manager?

A. upsell percentage

B. percentage of contracts closed

C. renewal success rate

D. iARR rate

Correct Answer: C

QUESTION 4

What is the future state goal of licensing at Cisco?

A. Smart License

B. Standby License

C. Classic PAK

D. Right to use

Correct Answer: A

QUESTION 5

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

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