



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. Define the account forecast.
- C. Manage and mitigate renewal risk.
- D. Align partners on training.

Correct Answer: C

QUESTION 2

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 3

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 4

What support should an RM take from the CSM?

- A. Communicate new greenfield opportunities.
- B. Communicate value and the impact of Cisco solutions.



- C. Book customer-service briefings.
- D. Oversee the closure of contracts.

Correct Answer: B

QUESTION 5

Which group of products are enterprise networking products?

- A. WAN, LAN, Wireless
- B. Routing, Switching, Access Points
- C. iWAN, Viptela, Meraki
- D. Salesforce, Box, AWS

Correct Answer: C

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