Demo Questions

Cisco 700-805 Exam

Cisco Renewals Manager

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Question: 1

Which critical task must be performed during the Qualification phase?

A. validate customer inventory
B. develop a Success Plan
C. quote delivery
D. Renewal Plan development

Answer: A

Question: 2

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

Answer: C

Question: 3

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

Question: 4

Which licensing model represents the highest value?

A. Transactional
B. Subscription
C. Pay as you go
D. Enterprise Agreements

Answer: D

Question: 5

Who do Renewals Managers (RMs) work with?

A. RMs work with account managers to drive ongoing revenue risk assessments and plays.
B. RMs work with pre-sales engineers and build customer solutions.
C. RMs work by themselves to develop a high level view customer requirements and objectives.
D. RMs work with service delivery teams and monitor engagements.

Answer: D