

CISCO 700-805

Cisco Renewals Manager Certification Questions & Answers

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700-805

[Cisco Renewals Manager](#)

35-45 Questions Exam – Variable (750-850 / 1000

Approx.) Cut Score – Duration of 60 minutes



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Discover More about the 700-805 Certification

Are you interested in passing the Cisco 700-805 exam? First discover, who benefits from the 700-805 certification. The 700-805 is suitable for a candidate if he wants to learn about Channel Partner and Other. Passing the 700-805 exam earns you the Cisco Renewals Manager title.

While preparing for the 700-805 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The 700-805 PDF contains some of the most valuable preparation tips and the details and instant access to useful [700-805 study materials just at one click](#).

Cisco 700-805 Renewals Manager Certification

Details:

Exam Name	Cisco Renewals Manager
Exam Number	700-805 CRM
Exam Price	\$80 USD
Duration	60 minutes
Number of Questions	35-45
Passing Score	Variable (750-850 / 1000 Approx.)
Recommended Training	Cisco SalesConnect
Exam Registration	PEARSON VUE
Sample Questions	Cisco 700-805 Sample Questions
Practice Exam	Cisco Renewals Manager Practice Test

700-805 Syllabus:

Section	Weight	Objectives
Customer Success Foundation	20%	<ul style="list-style-type: none"> - Describe the components of a Success Plan - Identify the RM responsibilities within the Success Plan - Describe the components of a Health Index - Describe the key recurring revenue financial terms - Identify the RM role across the RACI - Explain RM tasks - Describe the role of a Renewals Manager <ul style="list-style-type: none"> • integration with other account team roles

Section	Weight	Objectives
		<ul style="list-style-type: none"> • in renewals <p>- Describe the measurements of success for the RM role</p>
Business Acumen	35%	<p>- Evaluate the products, solutions, and services currently in customer's network to help the customer to achieve business objectives/goals</p> <p>- Explain the value of the products, solutions and services to meet business objectives</p> <p>- Utilize the output from tools (such as TPV and icebreaker) to communicate customer products, solutions, and services</p> <p>- Interpret the implications of key financial terms (such as CAPEX, OPEX) on customer procurement options and buying motions</p> <p>- Describe:</p> <ul style="list-style-type: none"> • Available To Renew • Annual Recurring Revenue <p>- Describe the renewal cycle</p> <p>- Assess the financial and service impacts of on-time and delayed renews</p> <p>- Develop an action plan based on renewal risks</p> <p>- Determine the impact of renewals related to Cisco and other products on the company's metrics</p> <p>- Describe contract elements that drive value for customers</p> <p>- Identify recommended actions for contract success</p>
Leadership	30%	<p>- Perform risk assessment at T-9, T-6 and T-3 for all contracts, products and services, by leveraging data/insights from all account resources</p> <p>- Perform an end-to-end renewals motion with the customer, in a partnership with the account team</p> <p>- Identify upsell/ cross sell opportunities through renewals motion, that can deliver higher value outcomes for the customer and incremental ARR for vendor</p> <p>- Describe the customer's procurement process</p> <p>- Explain how the customer perceives value of their IT solutions</p> <p>- Identify the steps for developing a renewal quote</p> <p>- Identify steps to process exceptions or non-standard</p>

Section	Weight	Objectives
		elements of a renewal quote - Identify the steps for processing an order
Cisco Tools and Processes	15%	- Explain Smart Accounts and Smart Licensing - Describe: <ul style="list-style-type: none"> • TPV • Cisco Ready toolset - Explain Enterprise agreements - Explain licensing models - Explain the CX Portfolio (including newly introduced offers) - Explain the deal management (example: CCW) process

Broaden Your Knowledge with Cisco 700-805

Sample Questions:

Question: 1

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) Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.
- b) Prepare a Partner Branded Managed Service deal.
- c) Propose to migrate to perpetual model.
- d) Suggest a simplified discount DSA with the total of licenses from each product Cisco One and Webex.

Answer: a

Question: 2

Which critical task must be performed during the Qualification phase?

- a) develop a Success Plan
- b) quote delivery
- c) validate customer inventory
- d) Renewal Plan development

Answer: c

Question: 3

Which business benefit of on-time renewals on Cisco products and services is valid?

- a) Rebates and discounts from Cisco
- b) Access to training programs and material
- c) Exclusive relationship with the customer
- d) Ability to ensure that our TAC cases get priority over others

Answer: d

Question: 4

Which three financial metrics are critical in renewing subscriptions?

(Choose three)

- a) Renewal rate
- b) Annual recurring revenue
- c) Training costs
- d) Net new sales
- e) Close rate

Answer: a, b, c

Question: 5

Customer A purchased a one-year WebEx contract of 100 seats at \$10 per seat. Customer B purchases a three-year WebEx contract of 100 seats at \$10 per seat. What is the annual recurring revenue (ARR) for each?

- a) \$1000 and \$1000
- b) \$3000 and \$3000
- c) \$1100 and \$3300
- d) \$1000 and \$3000

Answer: d

Question: 6

What is the ATR on a \$10,000 one year recurring revenue contract?

- a) 10% of \$10,000
- b) \$10,000
- c) \$10,000 divided by 12
- d) \$1,200

Answer: c

Question: 7

How does Cisco define ATR?

- a) Contracts/subscriptions that are available to renew.
- b) Contracts/subscriptions that have attrition terms revoked.
- c) Any customer agreement where attrition has been an issue.
- d) ATR is the sum of RP ad iarr, minus the attrition rate.

Answer: a

Question: 8

Who do Renewals Managers (RMs) work with?

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

Answer: b

Question: 9

How does Cisco define Business Critical Services?

- a) Pay-as-you-go, services covering business-critical functions
- b) Pay-as-you-go, technology-based services
- c) hardware replacement
- d) subscription-based services covering the lifecycle of a technology

Answer: a

Question: 10

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

- a) Start discussions once the contract has expired
- b) Validate customers business needs.
- c) Propose only the most important part of the solution
- d) Do not offer any financing solutions.

Answer: b

Avail the Study Guide to Pass Cisco 700-805 Renewals Manager Exam:

- Find out about the 700-805 syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the [700-805 syllabus](#), it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the 700-805 training. Joining the Cisco provided training for 700-805 exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the [700-805 sample questions](#) and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. 700-805 practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

Career Benefits:

Passing the 700-805 exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

Here Is the Trusted Practice Test for the 700-805 Certification

NWExam.com is here with all the necessary details regarding the 700-805 exam. We provide authentic practice tests for the 700-805 exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on NWExam.com for rigorous, unlimited two-month attempts on the [700-805 practice tests](#), and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Cisco Renewals Manager.

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