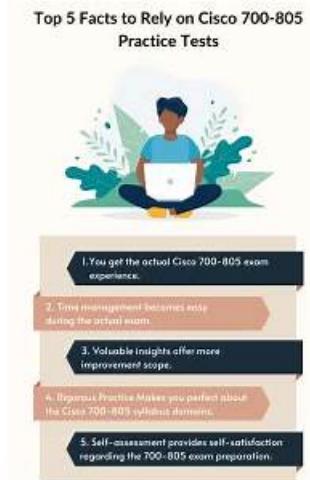


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## Cisco Renewals Manager Sample Questions (Q20-Q25):

### NEW QUESTION # 20

A customer has many a la carte Enterprise Networking licenses and many Webex users. The customer wants to grow both groups and needs a compelling and simplified proposal. Which Cisco offer should be suggested to the customer?

- A. prepare a partner-branded managed service deal
- B. propose to migrate to a perpetual model
- C. **position an Enterprise Agreement**
- D. provide a discount for Enterprise Networking and Webex licenses

**Answer: C**

### NEW QUESTION # 21

What is the Customer Success Plan?

- A. document capturing a comprehensive view of all customer health scores
- B. **living repository that gathers key information, action plan, health measurement and KPIs into one actionable document**
- C. internal-only document that captures all account activities
- D. tool for reporting TAC cases to management

**Answer: B**

### NEW QUESTION # 22

Which is the first step in a solutions-led sales approach?

- A. examine previous purchases
- B. present quote to customer
- C. identify the latest technology release
- D. **understand the customer's objectives**

**Answer: D**

Explanation:

a solutions-led sales approach is:

A sales methodology that focuses on understanding the customer's business needs, challenges, and objectives. A consultative process that involves discovering, proposing, validating, and closing solutions that deliver value and outcomes for the customer. A way of differentiating Cisco and partners from competitors by offering integrated solutions that leverage Cisco's portfolio and expertise. The first step in a solutions-led sales approach is to understand the customer's objectives, which includes:

Asking open-ended questions to uncover the customer's pain points, goals, and priorities. Listening actively and empathetically to the customer's responses. Confirming and summarizing the customer's objectives and expectations.

### NEW QUESTION # 23

Which detail is provided in the scorecard by using the Total Program View tool?

- A. EOL products
- B. new products
- C. **renewal rate**
- D. program rate

**Answer: C**

Explanation:

According to the Total Program View (TPV) User Guide1, the scorecard is a dashboard that provides a summary of the partner's performance across different programs and metrics. One of the metrics that is provided in the scorecard is the renewal rate, which is defined as:

- \* The percentage of recurring revenue that is retained or renewed within a defined time period (usually 90, 180, or 365 days)
- \* A key indicator of customer satisfaction, retention, and loyalty
- \* A factor that affects the partner's incentives and rebates

References: 1: TPV User Guide - Cisco

#### NEW QUESTION # 24

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. Prepare a Partner Branded Managed Service deal.
- B. Suggest an implied discount DSA with the total of licenses from each product Cisco One and Webex.
- C. Propose to migrate to perpetual model.
- D. **Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.**

**Answer: D**

#### NEW QUESTION # 25

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