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Cisco 700-805 Exam is an ideal certification for professionals working in sales, customer service, or technical support roles within the IT industry. It is particularly relevant for those working with Cisco's portfolio of products and services, such as routers, switches, firewalls, and unified communication solutions.

Cisco Renewals Manager Sample Questions (Q32-Q37):

NEW QUESTION # 32

What support should an RM take from the CSM?

- A. Oversee the closure of contracts.
- **B. Communicate value and the impact of Cisco solutions.**
- C. Book customer-service briefings.
- D. Communicate new greenfield opportunities.

Answer: B

Explanation:

- * Communicate value and the impact of Cisco solutions to the customer
- * Help the customer achieve their desired outcomes and realize the full potential of their investment
- * Provide feedback and insights on customer health, satisfaction, and adoption

NEW QUESTION # 33

Which service offering helps define the IT vision and strategy of the customer?

- A. support
- B. optimization
- C. training
- **D. advisory**

Answer: D

Explanation:

According to the Cisco website¹, advisory services from Cisco and their partners provide expert guidance and data-driven insights to help customers architect and optimize their IT environment. Advisory services can help customers with:

- * IT strategy and planning
- * Business and technology alignment
- * IT governance and operating models
- * IT transformation and innovation
- * IT performance and optimization

References: 1: Services - Cisco

NEW QUESTION # 34

Which statement best describes an Accelerator?

- A. An on-call service for customer support
- **B. A one-on-one coaching engagement covering specific use cases**
- C. A one-on-one deep dive on network issues
- D. A hosted on-to-many educational webinar with live expert Q and A

Answer: B

NEW QUESTION # 35

What does a high Renewal Rate indicate about the performance of a Renewals Manager?

- **A. The Renewals Manager is effective in retaining customers.**
- B. The Renewals Manager is successful at attracting new customers.
- C. The Renewals Manager is proficient at technical troubleshooting.
- D. The Renewals Manager is skilled at increasing company OPEX.

Answer: A

During which activity of the renewal process would an RM provide an appropriate co-termination timeframe and gain required internal approvals?

- Answer: C**

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