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Cisco 700-805 Exam, also known as the Cisco Renewals Manager exam, is a certification exam that validates the knowledge and skills of individuals in managing and renewing Cisco products and services. 700-805 exam is designed for professionals who work in sales, customer service, or technical roles and are responsible for managing customer contracts, handling renewals, and ensuring customer satisfaction.

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## Cisco Renewals Manager Sample Questions (Q53-Q58):

### NEW QUESTION # 53

How does the Renewals Manager integrate with the sales team?

- A. by collaborating on customer retention and renewal strategies
- B. by handling all financial transactions
- C. by overseeing all technical support issues
- D. by directing the overall operations of the team

**Answer: A**

### NEW QUESTION # 54

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

**Answer: D**

Explanation:

A La Carte licensing model is the most complex for a customer to manage because it requires the customer to purchase and activate individual licenses for each product and feature they want to use. This can result in a large number of licenses to track and renew, as well as compatibility issues between different products and versions. A La Carte licensing also does not provide the benefits of Cisco's Software Buying Programs, such as financial predictability, access to incentives, and subscription co-termination.

### NEW QUESTION # 55

Which two factors drive subscription value for customers? (Choose two)

- A. training access
- B. bundling of software and hardware
- C. continuous access to innovation
- D. up to date security protection
- E. freeware offers

**Answer: C,D**

### NEW QUESTION # 56

Which discussion point helps upsell a customer?

- A. Discuss your priorities and why you need the sale.
- B. Discuss changes in the network and identify any uncovered additions to the network.
- C. Focus on how much it will cost the customer.
- D. Focus on what the customer already has covered on the network.

**Answer: B**

### NEW QUESTION # 57

Which group of products are enterprise networking products?

- A. Routing, Switching, Access Points

- Answer: C**

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