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Cisco Renewals Manager exam is a comprehensive certification that evaluates the skills and knowledge of individuals who manage the renewals of Cisco products and services. Cisco Renewals Manager certification is a valuable credential for professionals working in the field of sales and renewals management, as it demonstrates a comprehensive understanding of Cisco products and services, licensing agreements, and customer engagement strategies. Cisco Renewals Manager certification is recognized globally and is highly respected in the industry.

Cisco 700-805 Certification Exam, also known as the Cisco Renewals Manager Certification Exam, is designed to test the knowledge and skills of professionals who are responsible for managing the renewal process of Cisco products and services. 700-805 exam is intended for individuals who work in sales or customer success roles, as well as those who are involved in managing the lifecycle of Cisco products.

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Cisco Renewals Manager exam is an intermediate level exam that covers a wide range of topics related to IT service management and sales. 700-805 Exam is designed to test a candidate's knowledge and skills in areas such as Cisco's portfolio of products and services, contract management, customer relationship management, and sales strategies. Passing the exam demonstrates that a candidate has the skills and knowledge necessary to manage and sell Cisco's products and services effectively.

Cisco Renewals Manager Sample Questions (Q39-Q44):

NEW QUESTION # 39

What is the Cisco definition of a Reusable Non-Standard Discount (RNSD)?

- A. A discount applied to Cisco products and/or service list pricing and for a continual or ongoing basis.
- B. A limited time discount applied to Cisco products and/or services.
- **C. A priority discount applied to third-party products for perpetuity.**
- D. A discount applied to refurbished or reused Cisco hardware that includes service contracts.

Answer: C

NEW QUESTION # 40

Which support should a Renewals Manager expect from the Customer Success Manager?

- A. communicate the closure of contracts
- B. communicate discounts on services and software
- **C. communicate customer's perceived value and highlight potential barriers**
- D. communicate new greenfield opportunities

Answer: C

NEW QUESTION # 41

Which task must a Renewals Manager perform early in the renewal process?

- A. risk mitigation
- **B. risk assessment**
- C. terms negotiation
- D. review new opportunities

Answer: B

NEW QUESTION # 42

Which statement best describes the Success Plan?

- A. the blueprint for account teams to achieve customer success
- B. a tool for reporting actions to management
- **C. a document capturing a comprehensive view of all customer health scores**
- D. a shareable document that captures all account activities

Answer: C

NEW QUESTION # 43

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

- A. proposal build
- B. quote delivery
- C. billing
- D. deal strategy

Answer: A

Explanation:

According to a practice exam question from TestPrep2, the correct answer is C. proposal build. During this activity, an RM would:

- * Provide an appropriate co-termination timeframe and gain required internal approvals
- * Align with the account team on the renewal strategy and value proposition
- * Create a renewal proposal that meets customer needs and expectations

NEW QUESTION # 44

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