

Exam 700-805 Objectives - Exam Dumps 700-805 Pdf



CISCO 700-805 STUDY GUIDE PDF

Cisco Renewals Manager Certification Questions & Answers

Details of the Exam-Syllabus-Questions

700-805
Cisco Renewals Manager
35-45 Questions Exam – Variable (750-850 / 1000 Approx.) Cut Score –
Duration of 60 minutes

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Cisco 700-805 Exam measures the candidate's understanding of the Cisco RM tool, including the ability to navigate the tool's interface, use its features and functionalities, and manage customer accounts. 700-805 exam also tests the candidate's knowledge of Cisco's product and service offerings, as well as their ability to communicate effectively with customers and partners.

The benefit of obtaining the Cisco 700-805: Cisco Renewals Manager Certification

Cisco certifications increase certified professionals' reputation; they enhance work productivity; they enable Cisco certified professionals to offer better levels of customer satisfaction, and they enable Cisco certified professionals to handle complicated projects and problems.

- If the candidate want to advance in the business to a higher-paying position. This certification, like usual, will be beneficial.
- Cisco certificates help you make more money
- Human resources are in charge of deciding whether to hire or promote an employee in a business. Applicants now make choices in a manner that records many distinct factors, even whether they have an IT background. One thing to keep in mind is that candidates with official credentials, such as the (300-515 SPVI) certified, are preferred.
- Cisco certifications help you advance in your profession.

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To pass the Cisco 700-805 Exam, you must demonstrate a comprehensive understanding of Cisco's subscription and renewals programs, as well as the ability to manage customer relationships and navigate Cisco's tools and systems. Cisco Renewals Manager certification is highly regarded in the technology industry and can open up new career opportunities for professionals. It is recommended that candidates have at least two years of experience in sales, account management, or customer success before taking the exam.

Cisco Renewals Manager Sample Questions (Q27-Q32):

NEW QUESTION # 27

What is the Cisco Services Partner Program (CSPP) objective?

- A. allows the partner to focus on recurring revenue while earning performance-based incentives C eliminates all barriers throughout the customer lifecycle
- B. trains partners to develop and sell their own independent services without any backing from Cisco
- C. maximizes Cisco's profits by requiring partners to sell only Cisco-branded services

Answer: A

NEW QUESTION # 28

Which licensing model is the most complex for a customer to manage?

- A. Managed service agreement
- B. Enterprise agreement
- C. Subscription
- D. A La Carte

Answer: D

Explanation:

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-termination1.

References: 1: Cisco Software Licensing Guide - Cisco

NEW QUESTION # 29

Which architecture addresses customer needs for voice, video, and data?

- A. Data Center
- B. Security
- C. Enterprise networking
- D. Collaboration

Answer: D

NEW QUESTION # 30

What is the primary customer value of the Cisco Services Portfolio?

- A. Services packages tailored to specific customer needs
- B. Services priced based on usage
- C. On-call, 24/7 service technicians at all levels
- D. Customers can develop their own service offerings

Answer: A

Explanation:

The primary customer value of the Cisco Services Portfolio is that it offers services packages tailored to specific customer needs. The Cisco Services Portfolio is a comprehensive set of services that help customers achieve their IT vision and strategy, optimize their IT operations, and accelerate their business outcomes. The Cisco Services Portfolio includes four types of services: Support, Advisory, Optimization, and Training. Each type of service provides different levels of value and benefits to customers, depending on their needs and goals. Customers can choose the services that best suit their situation, budget, and expectations, and customize them to their specific use cases and scenarios. The Cisco Services Portfolio enables customers to get the most out of their Cisco products and solutions, as well as address their challenges and opportunities in a flexible and effective way.

NEW QUESTION # 31

Which group of products are enterprise networking products?

- A. iWAN, Viptela, Meraki
- **B. WAN, LAN, Wireless**
- C. Routing, Switching, Access Points
- D. Salesforce, Box, AWS

Answer: B

NEW QUESTION # 32

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