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Cisco Renewals Manager Sample Questions (Q81-Q86):

NEW QUESTION # 81
Which statement is the most accurate description of the Health Index?

- A. An ongoing measurement of several key customer health indicators

- B. A tool for service providers to determine what stage of the lifecycle to offering training solutions
- C. An ongoing measurement of customer sentiment
- D. A measurement tool for resolving secific product quality issues and adoption barriers

Answer: B

NEW QUESTION # 82
Which statement is the most accurate description of the Health Index?

- A. an ongoing measurement of customer sentiment
- B. a tool for service providers to determine what stage of the lifecycle to offering training solutions
- C. a measurement tool for resolving specific product quality issues and adoption barriers
- D. an ongoing measurement of several key customer health indicators

Answer: D

Explanation:
the Health Index is:
* An ongoing measurement of several key customer health indicators, such as adoption, satisfaction, retention, and expansion
* A tool that helps Cisco and partners monitor and improve customer outcomes and experiences
* A score that ranges from 0 to 100, where higher scores indicate better health References: 1: Customer Health Index - Cisco

NEW QUESTION # 83
What is the future state goal of licensing at Cisco?

- A. Classic PAK
- B. Smart License
- C. Standby License
- D. Right to use

Answer: B

Explanation:
Smart License is the future state goal of licensing at Cisco, which aims to:
* Simplify and streamline license management across Cisco products and solutions
* Provide customers with a flexible and transparent way to consume Cisco software
* Enable customers to view and manage their licenses through a single portal (Cisco Smart Software Manager)
* Reduce operational costs and complexity for customers and partners
References: 3: Cisco Smart Licensing - Cisco

NEW QUESTION # 84
What is the key implication on-time renewals have for an IT provider company?

- A. Recurring business is preserved
- B. No major impact if sales are on plan
- C. Improved customer satisfaction
- D. Incentives will be paid

Answer: A

NEW QUESTION # 85
What does TPV mean?

- A. Telepresence Value
- B. Total Partner View
- C. Total Product Value

- D. Total Partner Value

Answer: B

NEW QUESTION # 86
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