

# Here are the Top Tips to Pass the Cisco 700-805 Certification



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## Cisco Renewals Manager Sample Questions (Q40-Q45):

### NEW QUESTION # 40

What support should an RM take from the CSM?

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

**Answer: A**

### NEW QUESTION # 41

What are Cisco's four steps to higher renewals?

- A. Plan, Streamline, Digitize, Establish routine
- **B. Align, Simplify, Automate, Build a practice**
- C. Investigate, Diversify, Personalize, Initiate a strategy
- D. Analyze, Implement, Regulate, Maintain consistency

**Answer: B**

#### **NEW QUESTION # 42**

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

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

**Answer: D**

Explanation:

The architecture that addresses customer needs for voice, video, and data is C. Collaboration. Collaboration is one of the four main architectures that Cisco offers to its customers and partners, along with Security, Data Center, and Enterprise Networking. Collaboration is the architecture that enables people to communicate and work together effectively across different locations, devices, and applications. It includes solutions for voice over IP (VoIP), video conferencing, unified communications, contact center, webex meetings, and more. Collaboration helps customers and partners improve productivity, efficiency, innovation, and customer satisfaction.

#### **NEW QUESTION # 43**

Which two actions can a partner or customer perform within CCW-R? (Choose two.)

- A. set up billing
- **B. view and manage their contracts**
- C. download hardware, software and services datasheets
- **D. change Customer Address**
- E. order new services

**Answer: B,D**

Explanation:

According to the CCW-R User Guide5, some of the actions that a partner or customer can perform within CCW-R are:

Change Customer Address: This allows the user to update the customer address information for a quote or an order.

View and Manage their Contracts: This allows the user to view their contract details, status, expiration date, product coverage, etc., as well as request a quote or renew their contracts.

#### **NEW QUESTION # 44**

Which statement best describes an Ask the Expert session?

- A. A pre-recorded webinar from an expert
- **B. A one on one coaching engagement covering specific use cases**
- C. A 24-7 phone line providing expert advice
- D. A hosted educational webinar with live expert Q and A

**Answer: B**

#### **NEW QUESTION # 45**

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