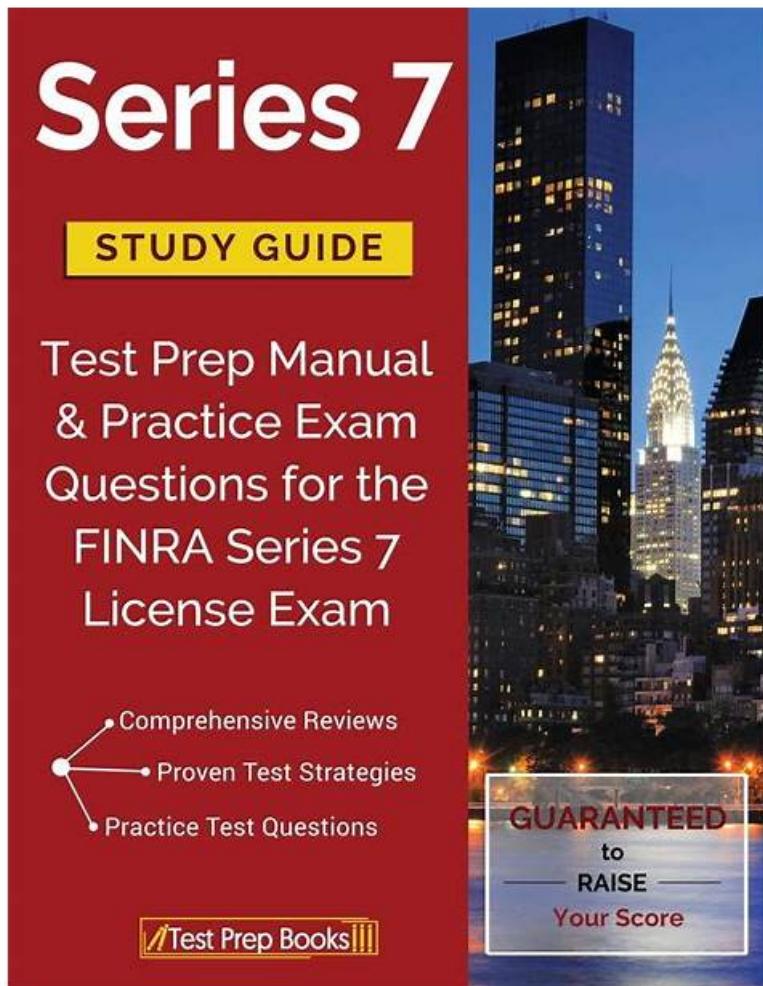


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Cisco Renewals Manager Sample Questions (Q34-Q39):

NEW QUESTION # 34

What does TPV means ?

- A. Telepresence Vlue
- B. Total Partner Value
- **C. Total Partner View**
- D. Total Product Value

Answer: C

NEW QUESTION # 35

In addition to on-time renewals, on which two tasks should Renewal Managers focus? (Choose two.)

- A. driving adoption
- B. the next customer and their needs
- **C. renewing offer to a multiple-year contract**
- D. developing a customer success story
- **E. opportunities for upsell**

Answer: C,E

NEW QUESTION # 36

Which discussion point helps up sell a customer?

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

Answer: A

NEW QUESTION # 37

What is the ATR on a \$10, 000 one year recurring revenue contract?

- A. \$10,000 divided by 12
- B. \$1,200
- **C. \$10,000**
- D. 10% of \$10,000

Answer: C

Explanation:

ATR stands for Annualized Total Revenue, which is a metric that measures the total revenue generated by a customer contract over a 12-month period. ATR is calculated by multiplying the monthly recurring revenue (MRR) by 12. For example, if a customer pays \$100 per month for a service, the ATR is $\$100 \times 12 = \$1,200$.

Therefore, the ATR on a \$10,000 one year recurring revenue contract is simply \$10,000, since the MRR is already \$10,000. ATR is useful for comparing the revenue potential of different contracts with different billing cycles or durations

NEW QUESTION # 38

Which statement best describes the Success Plan?

- **A. a tool for report ng actions to management**
- B. a shareable document that captures all account activities
- C. a document capturing a comprehensive view of all customer health scores

- D. the blueprint for account teams to achieve customer success

Answer: A

NEW QUESTION # 39

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