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[Feb-2023] Updated Cisco Specialist 700-805 Exam Questions BUNDLE PACK [Q10-Q26]

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Cisco Renewals Manager Sample Questions (Q66-Q71):

NEW QUESTION # 66
Which strategy for successful renewal of service contracts calls for discussing changes in the network and identifying any uncovered add tons to the network?

- A. focus on benefits
- B. lock in revenue streams through co-termination
- C. explore up sell opportunities
- D. validate the customer's business needs

Answer: C

Explanation:
one of the strategies for successful renewal of service contracts is to explore up sell opportunities, which means:
Discussing changes in the network and identifying any uncovered additions to the network Recommending new or upgraded products or services that can enhance customer value and outcomes Aligning with the account team on the up sell value proposition and proposal

NEW QUESTION # 67
How does Cisco define AT R?

- A. Contracts/subscriptions that are available to renew.
- B. Any customer agreement where attrition has been an issue.
- C. Contracts/subscriptions that have attrition terms revoked.
- D. ATR is the sum of RR and iARR, minus the attrition rate.

Answer: A

Explanation:
A) Contracts/subscriptions that are available to renew.
Comprehensive and Detailed Explanation: According to the Cisco website1, ATR stands for Available To Renew, which is defined as:
Contracts/subscriptions that are available to renew within a defined time period (usually 90, 180, or 365 days) A key metric for measuring the renewal opportunity and performance A report that shows the contract details, status, expiration date, product coverage, etc.

NEW QUESTION # 68
What is the ATR on a $10, 000 one year recuring revenue contract?

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

Answer: A

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 x 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 # 69
Which approach? (Choose the best answer.)

- A. Concerns-led approach

- B. Reward-led approach
- C. Solutions-led approach
- D. Product-led approach

Answer: C

NEW QUESTION # 70
Which group of products are enterprise networking products?

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

Answer: B

NEW QUESTION # 71
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