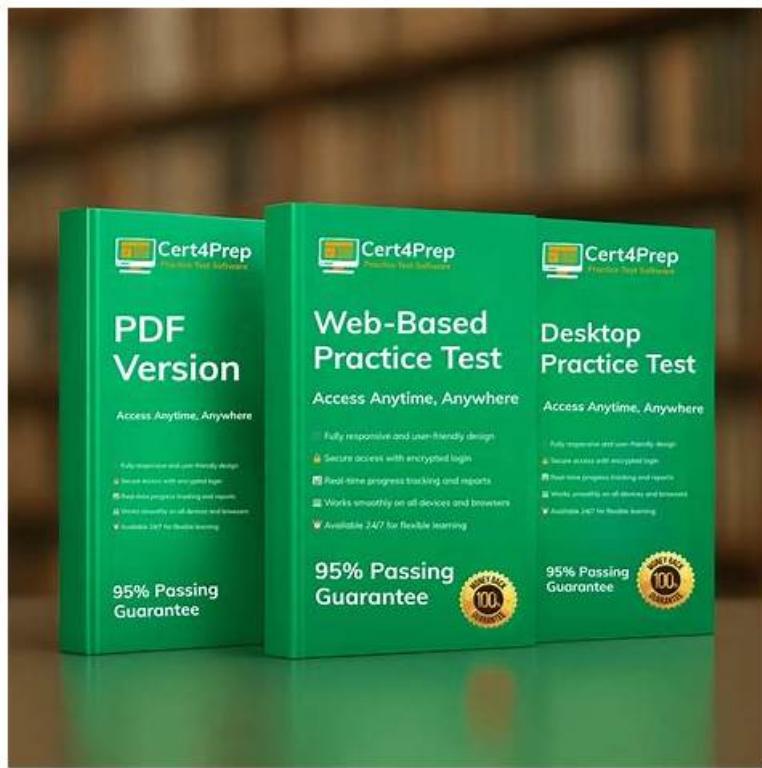


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Cisco Renewals Manager exam covers a wide range of topics such as Cisco product and service offerings, contract management, and customer relationship management. 700-805 Exam also tests candidates' abilities to manage and resolve customer issues, collaborate with cross-functional teams, and drive business growth through renewals and upselling opportunities.

Cisco Renewals Manager Sample Questions (Q19-Q24):

NEW QUESTION # 19

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

- A. Enterprise agreement
- B. Managed service 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.

NEW QUESTION # 20

What support should an RM take from the CSM?

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

Answer: C

NEW QUESTION # 21

A customer has many a la carte Enterprise Networking licenses and many Webex users. The customer wants to grow both groups and needs a compelling and simplified proposal. Which Cisco offer should be suggested to the customer?

- A. **position an Enterprise Agreement**
- B. provide a discount for Enterprise Networking and Webex licenses
- C. prepare a partner-branded managed service deal
- D. propose to migrate to a perpetual model

Answer: A

NEW QUESTION # 22

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

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

Answer: D,E

NEW QUESTION # 23

What is the ideal licensing option?

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

Answer: A

NEW QUESTION # 24

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