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In order to pass the Cisco 700-805 exam, candidates should have a deep understanding of Cisco's product offerings and the ability to effectively manage customer relationships. They should also be able to develop and implement renewal strategies that meet the needs of both the customer and the company. Passing 700-805 exam demonstrates your ability to effectively manage customer relationships and ensure the ongoing success of Cisco's products and services.

To earn the Cisco Renewals Manager certification, candidates must pass the 700-805 exam, which consists of 60 questions that must be completed within 90 minutes. 700-805 exam covers a range of topics, including Cisco's renewal policies and processes, the features and benefits of Cisco's products and services, and the best practices for managing renewals and subscriptions. Cisco Renewals Manager certification is ideal for professionals who work in sales, customer service, or account management roles and who are responsible for managing the renewals of Cisco products and services.

Cisco 700-805 Exam, also known as the Cisco Renewals Manager exam, is a certification exam offered by Cisco for individuals who are looking to gain expertise in managing the renewals process for Cisco products and services. 700-805 exam is designed to test the candidate's knowledge and skills in areas such as customer engagement, contract management, and sales operations. Passing 700-805 exam is a requirement for individuals who wish to become a Cisco Renewals Manager.

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Exam Questions For Cisco 700-805 With Reliable Answers

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Cisco Renewals Manager Sample Questions (Q77-Q82):

NEW QUESTION # 77
Which business benefit of on-time renewals on Cisco products and services is valid?

- A. exclusive relationship with the customer
- B. rebates and discounts from Cisco
- C. ability to ensure that our TAC cases get priority over others
- D. access to training programs and material

Answer: C

NEW QUESTION # 78
Which three financial metrics are critical in measuring subscription renewals? (Choose three.)

- A. Annualized Order Value (AOV)
- B. Annual Recurring Revenue (ARR)
- C. Net New Sales
- D. Training costs
- E. Renewal Rate
- F. Uptime

Answer: B,D,E

NEW QUESTION # 79
An important Cisco customer has a large number of individual licenses for Cisco One in Enterprise Networking and engages many Webex users. The customer has expressed the intention to grow both groups and needs a compelling and simplified proposal. Which Cisco offer represents the best value for the customer?

- A. Prepare a Partner Branded Managed Service deal.
- B. Suggest as implied discount DSA with the total of licenses from each product Cisco One and Webex.
- C. Propose to migrate to perpetual model.
- D. Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.

Answer: D

Explanation:
The Cisco offer that represents the best value for the customer is to ask the Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan. A Smart Account is a centralized account management platform that gives customers full visibility and access to their Cisco software licenses, subscriptions, and services across their organization. A Smart Account simplifies license activation, usage tracking, and renewal management, as well as enables customers to move licenses across devices and locations as needed. An Enterprise Agreement is a simplified buying program that covers the entire organization's software and services needs under one agreement, one renewal date, and one set of terms. An Enterprise Agreement offers customers preferred pricing, financial predictability, investment protection, and flexible expansion options. A Customer Success Plan is a document that captures the account team's strategy and actions to achieve customer success. It defines the customer's desired outcomes, identifies the potential barriers and risks, outlines the key milestones and deliverables, and assigns roles and responsibilities to the account team members.
By engaging into a Smart Account or Enterprise Agreement and proposing a Customer Success Plan, the customer can benefit from:
A comprehensive cloud calling plan with ease, in a single unified offer.
A world-class collaboration suite built for hybrid work that provides Webex Calling, Messaging, Meetings, Polling, and Webinars in one unified offering.
A best-in-class collaboration suite that leverages AI-driven intelligence to create engaging and inclusive collaboration experiences.
A lower total cost of ownership by providing multiple best-in-class products from a single vendor.
A simplified contract management by converging software licenses, support for software, and support for hardware into one agreement, one renewal date, and one set of terms.
A trusted support from Cisco Solution Support that centralizes support across software and hardware and any third-party provider technologies in the deployment.
A guidance at every step to accelerate technology transitions through expert resources, best practices, and proven methodologies focused on industry-wide solutions.
A proactive and predictive insights powered by AI/ML-driven analytics and automation that help recognize potential problems, optimize operations, and de-risk transformation.
A blueprint for account teams to achieve customer success by defining the customer's vision, goals, metrics, milestones, deliverables, roles, responsibilities, progress, results, feedback, and recommendations.

NEW QUESTION # 80
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.
References: 1: Cisco Renewals Manager - Cisco

NEW QUESTION # 81

During which activity of the renewal process would an RM provide an appropriate co-termination timeframe and gain required internal approvals?

- A. quote delivery
- B. deal strategy
- C. proposal build
- D. billing

Answer: A

NEW QUESTION # 82

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