Cisco 700-805 Associate Level Exam, 700-805 Practice Exam Pdf

Our 700-805 training materials are compiled by professional experts. All the necessary points have been mentioned in our 700-805 practice engine particularly. About some tough questions or important points, they left notes under them. Besides, our experts will concern about changes happened in 700-805 study prep all the time. Provided you have a strong determination, as well as the help of our 700-805 learning guide, you can have success absolutely.

To pass the Cisco 700-805 exam, candidates must have a solid understanding of Cisco's products and services, as well as the ability to identify customer needs and effectively manage the renewal process. 700-805 exam consists of multiple-choice questions, and candidates have 60 minutes to complete the exam. To prepare for the exam, candidates can take advantage of Cisco's training and resources, including online courses, study materials, and practice exams. Achieving the Cisco Renewals Manager certification demonstrates an individual's expertise in managing renewals and customer relationships, which can help them advance their career and increase their earning potential in the technology industry.

Cisco 700-805 Exam covers a wide range of topics, including the renewal process for Cisco products and services, the tools and resources available to manage renewals, and the strategies and best practices for managing renewals. 700-805 exam also covers the different types of contracts and agreements that are used in the renewal process, as well as the legal and regulatory requirements that must be considered when managing renewals.

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700-805 Practice Exam Pdf - 700-805 Reliable Test Tips

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Cisco Renewals Manager Sample Questions (Q45-Q50):

NEW QUESTION # 45
Which licensing model represents the highest value?

- A. Subscription
- B. Enterprise Agreements
- C. Pay as you go
- D. Transactional

Answer: B

Explanation:
Enterprise Agreements (EAs) represent the highest value for customers who want to simplify their software licensing and management across their organization. EAs provide customers with:
* Unlimited access to a suite of Cisco software products within a defined technology domain for a fixed term and price
* The ability to deploy software anytime, anywhere, without additional costs or approvals
* The flexibility to grow and adjust their software usage without overage fees or penalties
* The convenience of co-terminating all their subscriptions at the end of the EA term
* The option to include Cisco services and support in their EA2
References: 2: Cisco Enterprise Agreement - Cisco

NEW QUESTION # 46
What does TPV means ?

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

Answer: A

NEW QUESTION # 47
What support should an RM take from the CSM?

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

Answer: B

Explanation:
Communicate value and the impact of Cisco solutions to the customer
Help the customer achieve their desired outcomes and realize the full potential of their investment Provide feedback and insights on customer health, satisfaction, and adoption

NEW QUESTION # 48
Which action should a Renewals Manager take first?

- A. Meet and confirm the AM, CSS, CSM and their resources
- B. Assign an RS to priority accounts
- C. Download contract data and develop a renewals strategy
- D. Meet the customer and perform a renewals diagnosis

Answer: C

Explanation:
the first action that a Renewals Manager should take is to download contract data and develop a renewals strategy, which involves:
* Using tools such as TPV, icebreaker, or CCW-R to access and analyze contract data
* Segmenting contracts based on their size, complexity, expiration date, product coverage, etc.
* Defining objectives, actions, timelines, and resources for each segment
* Aligning with the account team on the renewals strategy and value proposition

NEW QUESTION # 49
What is the ATR on a $10, 000 one year recuring revenue contract?

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

Answer: B

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 # 50
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