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Cisco Renewals Manager Sample Questions (Q29-Q34):

NEW QUESTION # 29
What is the ATR on a $10, 000 one year recuring revenue contract?

- A. $1,200
- B. $10,000
- C. $10,000 divided by 12
- 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 # 30
Which case represents a risk of renewal where a mitigation analysis will help obtain a more desired outcome?

- A. There are no open incidents 30 days before renewal dates.
- B. Customer is willing to subscribe to a recommendation case to be publicly communicated.
- C. The adoption rate is 50%under the expected level and the plan is six months before the expiration date.
- D. The health index of a customer is over expected targets with no red flags.

Answer: B

NEW QUESTION # 31
What is the Customer Success Plan?

- A. living repository that gathers key information, action plan, health measurement and KPIs into one actionable document
- B. internal-only document that captures all account activities
- C. document capturing a comprehensive view of all customer health scores
- D. tool for reporting TAC cases to management

Answer: A

NEW QUESTION # 32
What is the primary customer values of the Cisco Services Portfolio?

- A. Services packages tailored to specific customer nees
- B. Services priced based on usage
- C. Customers can develop their own service offerings
- D. ON-call,24/7 service technicians at all levels

Answer: A

NEW QUESTION # 33
Which two actions does a partner or customer perform within CCW-R? (Choose two.)

- A. set up billing
- B. download hardware, software and services data sheets
- C. view and manage their contracts
- D. change Customer Address
- E. order new services

Answer: C,D

NEW QUESTION # 34
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