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Exam : **700-805**

Title : **Cisco Renewals Manager**

Version : **DEMO**

1.Which strategy contributes to the successful renewal of service contracts?

- A. Offer discounts
- B. Communicate product performance,pricing,and position
- C. Lock in revenue streams through co-termination
- D. Discount multi-year service agreements

Answer: B

2.When renewing a contract with a customer, which action is important?

- A. Start discussions once the contract has expired
- B. Propose only the most important part of the solution
- C. Validate customers business needs.
- D. Do not offer any financing solutions.

Answer: C

3.Which statement regarding which tools can be added as value to customer and partners is invalid?

- A. Adoption scores which provide insight into how well customers are utilizing service and software they purchase
- B. Trusted Data Source for Hardware Refresh and Software renewal insights
- C. Help manage Discounts for Quoting
- D. Gain insight into new and unique business prospects for your customers and expand sales potential

Answer: C

4.Which action should a Renewals manager take first?

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

Answer: D

5.Which statement best describes the success plan?

- A. The blueprint for account teams to achieve customer success
- B. A tool for reporting actions to management
- C. A shareable document that captures all account activities
- D. A document capturing a comprehensive view of all customer health scores

Answer: A