

## 700-805<sup>Q&As</sup>

Cisco Renewals Manager (CRM)

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**QUESTION 1**

Which licensing model represents the highest value?

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

Correct Answer: D

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**QUESTION 2**

Which action can a Renewals Manager take to drive value in the account?

- A. Removing adopt on barriers.
- B. Define the account forecast.
- C. Manage and mitigate renewal risk.
- D. Align partners on training.

Correct Answer: C

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**QUESTION 3**

Which business benefit of on-time renewals on Cisco products and services is valid?

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

Correct Answer: A

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**QUESTION 4**

Which success indicator for a Renewals Manager is valid?

- A. increased deployment of licenses
- B. stabilized customer satisfaction scores

C. new product introductions

D. on-time renewal

Correct Answer: B

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## QUESTION 5

Which is the first step in a solutions-led sales approach?

A. present quote to customer

B. examine previous purchases

C. identify the latest technology release

D. understand the customer's objectives

Correct Answer: C

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