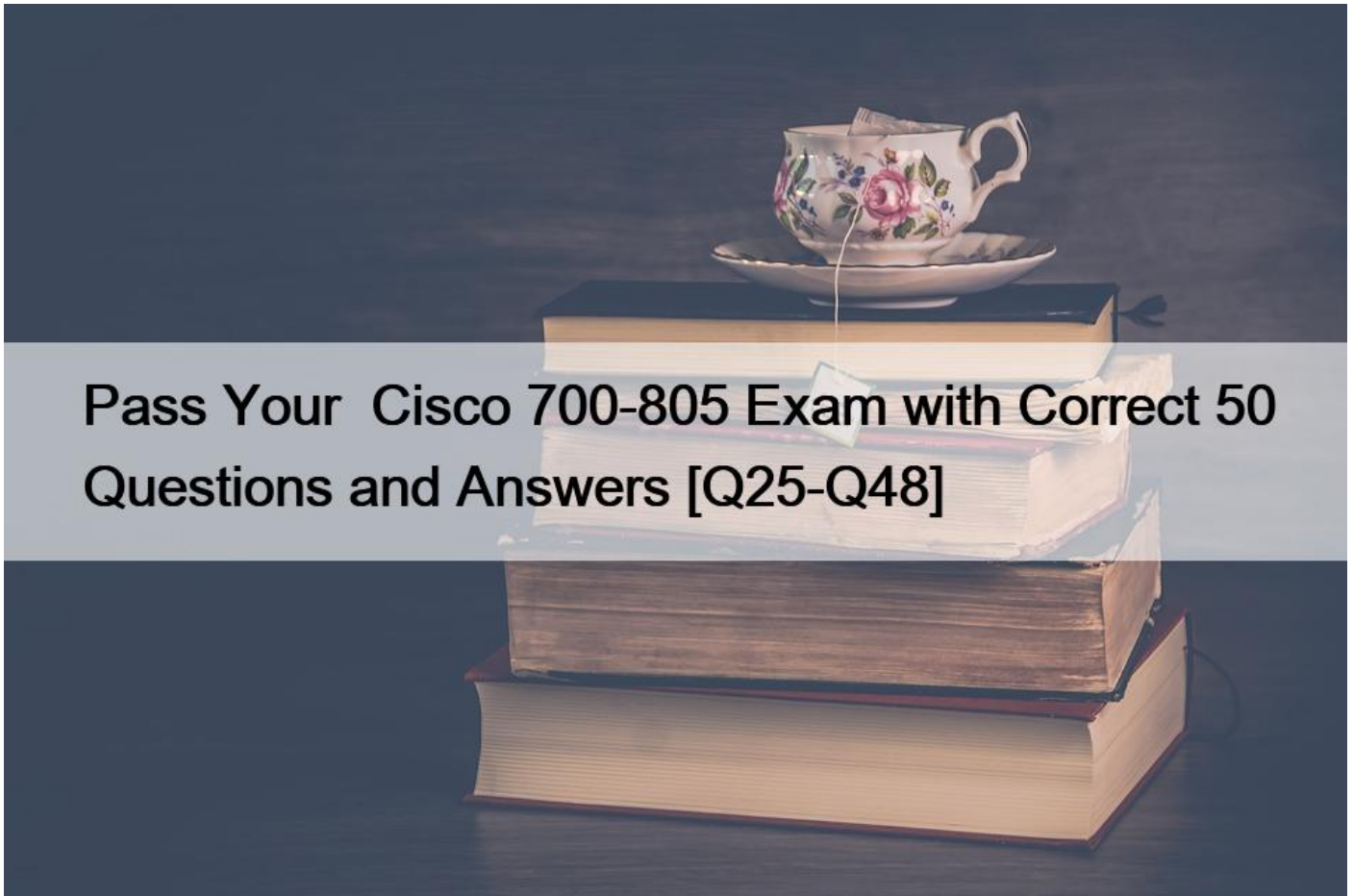


Pass Your Cisco 700-805 Exam with Correct 50 Questions and Answers [Q25-Q48]



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Cisco 700-805: Cisco Renewals Manager Exam Certification Path

The CCNP Security and Cisco Accredited Specialist-Network Security Firepower certifications are linked to the Securing Networks with Cisco 700-805 exam. This is the exam's formal requirement. Licensing is the authorization of an individual or organization to engage in a particular activity. Check is the act of testing something to see if it is working or will work. Files are recorded or stored documents. **Cisco 700-805 Dumps** are a supportive tool that will help you pass your exam. Comments are the opinions that are given about something. Payment is the act of saying something to someone. The statement is a formal declaration regarding an action, policy, event, or situation. Verified is the process of proving that an object, device, or person is what it is supposed to be. Hours are measures of the amount of time that has elapsed. A guarantee is the assurance or assurance of a specific thing, such as the buyer's right to return an item within a given period of time. Link age is the act of relating or relating to the details of something. Scores are performance evaluations. Marks are the numbers or symbols that are earned during an exam to represent the student's performance. Rate is the measure of the speed of motion or movement. Password is a word, number, symbol, or combination of these that is stored as a secret and used to gain access to a network or system.

Feel is the process of experiencing something. Updating is the process of adding or adjusting a component part of a system that's already installed. Premium training provides the highest level of dedicated, one-on-one instruction. Change is the state of changing

something. The update is the process of correcting an existing record. Expert is the person with the most knowledge or information about a specific topic. Covering Off is the process of rehearsing and learning all parts of a system, such as subsystems and interfaces. Send is the act of sending or transporting something. Actual is the real or true value of something. Actual is the real or true value of something. Excellent quality is higher than usual quality. A refund is the return of money or goods back to its original owner. Highly is a word that indicates a high degree. Wonderful is a strong positive feeling that shows intense joy or intense pleasure. Service is the provision of support, help, and assistance in fulfilling or accomplishing something.

NEW QUESTION 25

Which of the Cisco Security product offerings focuses on identifying abnormal or suspicious network behaviors?

- * Meraki
- * Stealth watch
- * Tetration
- * App Dynamics

NEW QUESTION 26

Which group of products are enterprise networking products?

- * WAN, LAN, Wireless
- * Routing, Switching, Access Points
- * iWAN, Viptela, Meraki
- * Salesforce, Box, AWS

NEW QUESTION 27

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

- * present quote to customer
- * examine previous purchases
- * identify the latest technology release
- * understand the customer's objectives

NEW QUESTION 28

Which critical task must be performed during the Qualification phase?

- * validate customer inventory
- * develop a Success Plan
- * quote delivery
- * Renewal Plan development

NEW QUESTION 29

What support should an RM take from the CSM?

- * Book customer-service briefings
- * Communicate value and the impact of Cisco solutions
- * Communicate new green field opportunities
- * Oversee the closure of contracts

NEW QUESTION 30

Which statement best describes an Accelerator?

- * An on-call service for customer support
- * A one-on-one deep dive on network issues
- * A one-on-one coaching engagement covering specific use cases
- * A hosted one-to-many educational webinar with live expert Q and A

NEW QUESTION 31

Who do Renewals Managers (RMs) work with?

- * RMs work with account managers to drive ongoing revenue risk assessments and plays.
- * RMs work with pre-sales engineers and build customer solutions.
- * RMs work by themselves to develop a high level view customer requirements and objectives.
- * RMs work with service delivery teams and monitor engagements.

NEW QUESTION 32

Which discussion point helps upsell a customer?

- * Focus on what the customer already has covered on the network.
- * Discuss your priorities and why you need the sale.
- * Discuss changes in the network and identify any uncovered additions to the network.
- * Focus on how much it will cost the customer.

NEW QUESTION 33

What is the primary measurement of success for a Renewals Manager?

- * Iarr rate
- * Renewal success rate
- * Upsell percentage
- * Percentage of contracts closed

NEW QUESTION 34

Which service offering assists the customer in preparing for emerging industry trends?

- * Training
- * Trending Technical
- * Advisory
- * Managed

NEW QUESTION 35

Which critical task must be performed during the qualification phase?

- * Renewal plan development
- * Validate customer inventory
- * Quote delivery
- * Develop a success plan

NEW QUESTION 36

Which success indicator for a Renewals manager is valid?

- * New product introductions

- * On-time renewal
- * Stabilized customer satisfaction scores
- * Increased deployment of licenses

NEW QUESTION 37

Which two actions can a partner or customer perform within CCW-R? (Choose two.)

- * set up billing
- * download hardware, software and services datasheets
- * change Customer Address
- * view and manage their contracts
- * order new services

NEW QUESTION 38

Which area of the Success Plan is the Renewal Manager responsible?

- * Barriers Predicted
- * Solution Renewal
- * Adoption Barriers Overcome
- * Success Plan Hypothesis

NEW QUESTION 39

Which services are contained in the CX portfolio?

- * Support Services, Business Critical Services, Professional Services and Managed Services
- * Support Services, Business Critical Services and Professional Services
- * Support Services and Business Critical Services
- * Support Services, Business Critical Services, Professional Services, Managed Services, and Learning Services

NEW QUESTION 40

Which two actions can a partner or customer perform within CCW-R? (Choose two.)

- * View and manage their contracts
- * Change Customer Address
- * Set up billing
- * Order new services
- * Download hardware, software and services datasheets

NEW QUESTION 41

Which discussion point helps up sell a customer?

- * Focus on what the customer already has covered on the network.
- * Discuss changes in the network and identify any uncovered additions to the network.
- * Focus on how much it will cost the customer.
- * Discuss your prior ties and why you need the sale.

NEW QUESTION 42

Which case represents a risk of renewal where a mitigation analysis will help obtain a more desired outcome?

- * The adoption rate is 50% under the expected level and the plan is six months before the expiration date.

- * There are no open incidents 30 days before renewal dates.
- * Customer is willing to subscribe to a recommendation case to be publicly communicated.
- * The health index of a customer is over expected targets with no red flags.

NEW QUESTION 43

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

- * Rebates and discounts from Cisco
- * Access to training programs and material
- * Ability to ensure that our TAC cases get priority over others
- * Exclusive relationship with the customer

NEW QUESTION 44

Which strategy for successful renewal of service contracts calls for discussing changes in the network and identifying any uncovered add tons to the network?

- * validate the customer's business needs
- * focus on benefits
- * lock in revenue streams through co-termination
- * explore up sell opportunities

NEW QUESTION 45

How does Cisco define AT R?

- * Contracts/subscriptions that are available to renew.
- * ATR is the sum of RR and iARR, minus the attrition rate.
- * Any customer agreement where attrition has been an issue.
- * Contracts/subscriptions that have attrition terms revoked.

NEW QUESTION 46

Which area of the success plan is the renewal manager responsible?

- * Solution renewal
- * Barriers predicted
- * Success plan hypothesis
- * Adoption barriers overcome

NEW QUESTION 47

Customer A purchased a one-year webex contract of 100 seats at \$10 per seat. Customer B purchases a three-year webex contract of 100 seats at \$10 per seat. What is the annual recurring revenue(ARR) for each?

- * \$1000 and \$1000
- * \$1000 and \$3000
- * \$3000 and \$3000
- * \$1100 and \$3300

NEW QUESTION 48

Which statement is the most accurate description of the Health Index?

- * A measurement tool for resolving specific product quality issues and adoption barriers

- * An ongoing measurement of customer sentiment
- * A tool for service providers to determine what stage of the lifecycle to offering training solutions
- * An ongoing measurement of several key customer health indicators

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