



CISCO 700-805

Cisco Renewals Manager Certification Questions & Answers

Exam Summary – Syllabus – Questions

700-805

[Cisco Renewals Manager](#)

35-45 Questions Exam – Variable (750-850 / 1000 Approx.) Cut Score – Duration of 60 minutes

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Know Your 700-805 Certification Well:

The 700-805 is best suitable for candidates who want to gain knowledge in the Cisco Channel Partner and Other. Before you start your 700-805 preparation you may struggle to get all the crucial Renewals Manager materials like 700-805 syllabus, sample questions, study guide.

But don't worry the 700-805 PDF is here to help you prepare in a stress free manner.

The PDF is a combination of all your queries like-

- What is in the 700-805 syllabus?
- How many questions are there in the 700-805 exam?
- Which Practice test would help me to pass the 700-805 exam at the first attempt?

Passing the 700-805 exam makes you Cisco Renewals Manager. Having the Renewals Manager certification opens multiple opportunities for you. You can grab a new job, get a higher salary or simply get recognition within your current organization.

Cisco 700-805 Renewals Manager Certification Details:

Exam Name	Channel Partner and Other
Exam Code	700-805
Exam Price	\$80 USD
Duration	60 minutes
Number of Questions	35-45
Passing Score	Variable (750-850 / 1000 Approx.)
Recommended Training	Cisco SalesConnect
Exam Registration	PEARSON VUE
Sample Questions	Cisco 700-805 Sample Questions
Practice Exam	Cisco Renewals Manager Practice Test

700-805 Syllabus:

Section	Weight	Objectives
Customer Success Foundation	20%	<ul style="list-style-type: none"> - Describe the components of a Success Plan - Identify the RM responsibilities within the Success Plan - Describe the components of a Health Index - Describe the key recurring revenue financial terms - Identify the RM role across the RACI - Explain RM tasks - Describe the role of a Renewals Manager <ul style="list-style-type: none"> • integration with other account team roles • in renewals - Describe the measurements of success for the RM role
Business Acumen	35%	<ul style="list-style-type: none"> - Evaluate the products, solutions, and services currently in customer's network to help the customer to achieve business objectives/goals - Explain the value of the products, solutions and services to meet business objectives - Utilize the output from tools (such as TPV and icebreaker) to communicate customer products, solutions, and services - Interpret the implications of key financial terms (such as CAPEX, OPEX) on customer procurement options and buying motions - Describe: <ul style="list-style-type: none"> • Available To Renew • Annual Recurring Revenue - Describe the renewal cycle - Assess the financial and service impacts of on-time and delayed renews - Develop an action plan based on renewal risks - Determine the impact of renewals related to Cisco and other products on the company's metrics - Describe contract elements that drive value for customers - Identify recommended actions for contract success
Leadership	30%	<ul style="list-style-type: none"> - Perform risk assessment at T-9, T-6 and T-3 for all contracts, products and services, by leveraging data/insights from all account resources - Perform an end-to-end renewals motion with the customer, in a partnership with the account team - Identify upsell/ cross sell opportunities through renewals

Section	Weight	Objectives
		motion, that can deliver higher value outcomes for the customer and incremental ARR for vendor - Describe the customer's procurement process - Explain how the customer perceives value of their IT solutions - Identify the steps for developing a renewal quote - Identify steps to process exceptions or non-standard elements of a renewal quote - Identify the steps for processing an order
Cisco Tools and Processes	15%	- Explain Smart Accounts and Smart Licensing - Describe: <ul style="list-style-type: none"> • TPV • Cisco Ready toolset - Explain Enterprise agreements - Explain licensing models - Explain the CX Portfolio (including newly introduced offers) - Explain the deal management (example: CCW) process

Cisco 700-805 Sample Questions:

Question: 1

How does Cisco define Business Critical Services?

- a) Pay-as-you-go, services covering business-critical functions
- b) Pay-as-you-go, technology-based services
- c) hardware replacement
- d) subscription-based services covering the lifecycle of a technology

Answer: a

Question: 2

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

- a) Start discussions once the contract has expired
- b) Validate customers business needs.
- c) Propose only the most important part of the solution
- d) Do not offer any financing solutions.

Answer: b

Question: 3

Who do Renewals Managers (RMs) work with?

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

Answer: b

Question: 4

Which critical task must be performed during the Qualification phase?

- a) develop a Success Plan
- b) quote delivery
- c) validate customer inventory
- d) Renewal Plan development

Answer: c

Question: 5

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

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

Answer: d

Question: 6

What is the ATR on a \$10,000 one year recurring revenue contract?

- a) 10% of \$10,000
- b) \$10,000
- c) \$10,000 divided by 12
- d) \$1,200

Answer: c

Question: 7

How does Cisco define ATR?

- a) Contracts/subscriptions that are available to renew.
- b) Contracts/subscriptions that have attrition terms revoked.
- c) Any customer agreement where attrition has been an issue.
- d) ATR is the sum of RP ad iarr , minus the attrition rate.

Answer: a

Question: 8

Which three financial metrics are critical in renewing subscriptions?

(Choose three)

- a) Renewal rate
- b) Annual recurring revenue
- c) Training costs
- d) Net new sales
- e) Close rate

Answer: a, b, c

Question: 9

An important Cisco customer has a large number of individual licenses for Cisco One in Enterprise Networking and engages many Webex users. The customer has expressed the intention to grow both groups and needs a compelling and simplified proposal.

Which Cisco offer represents the best value for the customer?

- a) Ask Cisco team to engage into a Smart Account or Enterprise Agreement and propose a creation of a Customer Success Plan.
- b) Prepare a Partner Branded Managed Service deal.
- c) Propose to migrate to perpetual model.
- d) Suggest a simplified discount DSA with the total of licenses from each product Cisco One and Webex.

Answer: a

Question: 10

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?

- a) \$1000 and \$1000
- b) \$3000 and \$3000
- c) \$1100 and \$3300
- d) \$1000 and \$3000

Answer: d

Study Guide to Crack Cisco Renewals Manager 700-805 Exam:

- Getting details of the 700-805 syllabus, is the first step of a study plan. This pdf is going to be of ultimate help. Completion of the syllabus is must to pass the 700-805 exam.
- Making a schedule is vital. A structured method of preparation leads to success. A candidate must plan his schedule and follow it rigorously to attain success.
- Joining the Cisco provided training for 700-805 exam could be of much help. If there is specific training for the exam, you can discover it from the link above.
- Read from the 700-805 sample questions to gain your idea about the actual exam questions. In this PDF useful sample questions are provided to make your exam preparation easy.
- Practicing on 700-805 practice tests is must. Continuous practice will make you an expert in all syllabus areas.

Reliable Online Practice Test for 700-805 Certification

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