

700-805^{Q&As}

Cisco Renewals Manager (CRM)

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QUESTION 1

Which group of products are enterprise networking products?

- A. WAN, LAN, Wireless
- B. Routing, Switching, Access Points
- C. iWAN, Viptela, Meraki
- D. Salesforce, Box, AWS

Correct Answer: C

QUESTION 2

Which critical task must be performed during the Qualification phase?

- A. validate customer inventory
- B. develop a Success Plan
- C. quote delivery
- D. Renewal Plan development

Correct Answer: A

QUESTION 3

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 \$3000
- B. \$1100 and \$3300
- C. \$1000 and \$1000
- D. \$3000 and \$3000

Correct Answer: C

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

QUESTION 5

Which action should a Renewals Manager take first?

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

Correct Answer: B

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