

700-805^{Q&As}

Cisco Renewals Manager (CRM)

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QUESTION 1

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

- A. Meraki
- B. Stealth watch
- C. Tetration
- D. App Dynamics

Correct Answer: B

QUESTION 2

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

- A. a tool for service providers to determine what stage of the lifecycle to offering training solutions
- B. an ongoing measurement of customer sentiment
- C. a measurement tool for resolving specific product quality issues and adoption barriers
- D. an ongoing measurement of several key customer health indicators

Correct Answer: C

QUESTION 3

Which statement best describes the Success Plan?

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

Correct Answer: A

QUESTION 4

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

- A. Training
- B. Trending Technical

C. Advisory

D. Managed

Correct Answer: B

QUESTION 5

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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