



CISCO 700-805 STUDY GUIDE PDF

Cisco Renewals Manager Certification Questions & Answers

[Details of the Exam-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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Get an Overview of the 700-805 Certification:

Who should take the [700-805 exam](#)? This is the first question that comes to a candidate’s mind when preparing for the Renewals Manager certification. The 700-805 certification is suitable for candidates who are keen to earn knowledge on the Channel Partner and Other and grab their Cisco Renewals Manager. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But 700-805 study guide PDF is here to solve the problem. 700-805 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

Why Should You Earn the Cisco 700-805 Certification?

There are several reasons why one should grab the 700-805 certification.

- The Renewals Manager certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [Cisco Renewals Manager](#) is a powerful qualification for a prosperous career.

What Is the Cisco 700-805 Renewals Manager Certification Exam Structure?

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

Section	Weight	Objectives
		<ul style="list-style-type: none"> • in renewals - Describe the measurements of success for the RM role
Business Acumen	35%	- 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%	- 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 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

Section	Weight	Objectives
		<ul style="list-style-type: none"> - 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%	<ul style="list-style-type: none"> - 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

Enhance Knowledge with 700-805 Sample Questions:

Question: 1

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: 2

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: 3

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: 4

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: 5

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

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

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: 9

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: 10

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

What Study Guide Works Best in Acing the Cisco 700-805 Renewals Manager Certification?

The 700-805 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the Renewals Manager exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

Get Expert Advice from the Training:

Do not forget to join the Cisco 700-805 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

Avoid Dumps and Utilize the Cisco 700-805 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self assessment method. Therefore, 700-805 practice tests always stand out to be the better choice than dumps PDF.

Avail the Proven 700-805 Practice Test for Success!!!

Do you want to pass the 700-805 exam on your first attempt? Stop worrying; we, NWExam.com are here to provide you the best experience during your Cisco Renewals Manager preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [700-805 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.