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Exam : 700-805

Title : Cisco Renewals Manager

Version : DEMO

1.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

Answer: A

Explanation:

According to the Cisco website¹, one of the critical tasks during the Qualification phase is to validate customer inventory, which includes:

2.During which activity of the renewal process would an RM provide an appropriate co-termination timeframe and gain required internal approvals?

- A. deal strategy
- B. billing
- C. proposal build
- D. quote delivery

Answer: C

Explanation:

According to a practice exam question from TestPrep², the correct answer is C. proposal build. During this activity, an RM would:

3.Which licensing model is the most complex for a customer to manage?

- A. Managed service agreement
- B. Subscription
- C. Enterprise agreement
- D. A La Carte

Answer: D

Explanation:

La Carte licensing model is the most complex for a customer to manage because it requires the customer to purchase and activate individual licenses for each product and feature they want to use. This can result in a large number of licenses to track and renew, as well as compatibility issues between different products and versions. A La Carte licensing also does not provide the benefits of Cisco's Software Buying Programs, such as financial predictability, access to incentives, and subscription co-termination¹.

References: 1: Cisco Software Licensing Guide - Cisco

4.Which licensing model represents the highest value?

- A. Transactional
- B. Subscription
- C. Pay as you go
- D. Enterprise Agreements

Answer: D

Explanation:

Enterprise Agreements (EAs) represent the highest value for customers who want to simplify their

software licensing and management across their organization. EAs provide customers with: References:
2: Cisco Enterprise Agreement - Cisco

5. Who do Renewals Managers (RMs) work with?

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

Answer: A

Explanation:

According to the Cisco website¹, RMs work with account managers to drive ongoing revenue risk assessments and plays, which include:

References: 1: Cisco Renewals Manager - Cisco