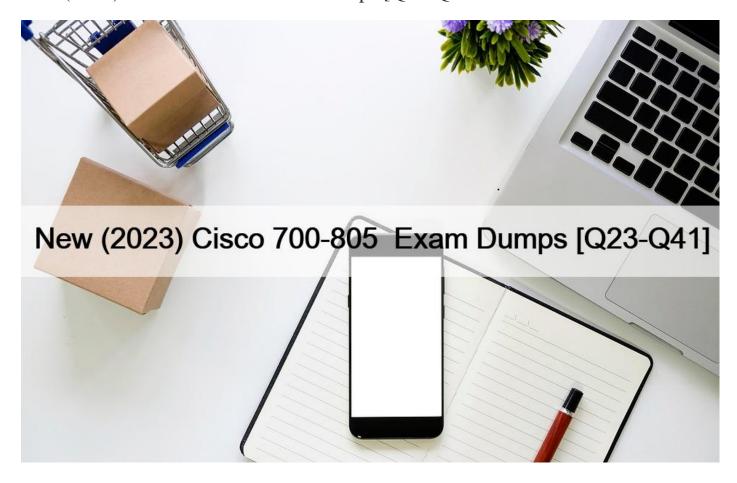# New (2023) Cisco 700-805 Exam Dumps [Q23-Q41

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Q23. What support should an RM take from the CSM?
* Communicate new greenfield opportunities.
* Communicate value and the impact of Cisco solutions.
* Book customer-service briefings.
* Oversee the closure of contracts.

Q24. When renewing a contract with a customer,which action is important?
* Start discussions once the contract has expired
* Propose only the most important part of the solution
* Validate customers business needs.
* Do not offer any financing solutions.

Q25. Which steps to develop a renewal quote are valid?
* Ask the customer for Renewal data,Evaluate new requirement,Quote new services.
* Indentify the barriers to adoption,Ensure the customers is using the solution,Work with the Account Manager to create a Quote.
* Position the new technology,create a Quote,Order the Quote.

* Identify the Items to renew,Verify the Discounts,Confirm the Shipping address,Verify the Billing entity.

Q26. When renewing a contract with a customer, which action is important?
* Start discussions once the contract has expired.
* Validate customers business needs.
* Do not offer any financing solutions.
* Propose only the most important part of the solution.

Q27. What is the Cisco definition of a Reusable Non-Standard Discount(RNSD)?
* A discount applied to refurbished or reused Cisco hardware that includes service contracts.
* A discount applied to Cisco products and/or service list pricing and for a continual or ongoing basis
* A limited time discount applied to Cisco products and/or serices
* A priority discount applied to third-party products for perpetuity.

Q28. Which success indicator for a Renewals manager is valid?
* New product introductions
* On-time renewal
* Stabilized customer satisfaction scores
* Increased deployment of licenses

Q29. What is the ATR on a $10, 000oneyearre curing revenue contract?
* $10,000
* 10% of $10,000
* $10,000 divided by 12
* $1,200

Q30. What does iarr measure?
* Our ability to increase renewal rates through pricing controls
* Our ability to expand upon existing customer value
* Our ability to internally align renewable resources
* Our ability to monitor product utilization,and financial growth collectively

Q31. Which licensing model is the most complex for a customer to manage?
* Managed service agreement
* A La Carte
* Subscription
* Enterprise agreement

Q32. Which statement is the most accurate description of the Health Index?
* a tool for service providers to determine what stage of the lifecycle to offering training solutions
* an ongoing measurement of customer sentiment
* a measurement tool for resolving specific product quality issues and adoption barriers
* an ongoing measurement of several key customer health indicators

Q33. 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?

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

Q34. Which statement best describes an Ask the Expert session?
* A 24-7 phone line providing expert advice
* A pre-recorded webinar from an expert
* A one on one coaching engagement covering specific use cases
* A hosted educational webinar with live expert Q and A

Q35. Which strategy for successful renewal of service contracts calls for discussing changes in the network and identifying any uncovered additions to the network?
* Locak in revenue streams through co-termination
* Validate the customer’s business needs
* Explore upsell opportunities
* Focus on benefits

Q36. What is the primary customer value of the Cisco Services Portfolio?
* Services priced based on usage
* Services packages tailored to specific customer needs
* Customers can develop their own service offerings
* On-call, 24/7 service technicians at all levels

Q37. Which task should a Renewals Manager perform during the Prospect phase?
* Risk Assessment
* Terms negotiation
* Review new opportunities
* Risk mitigation

Q38. Which two actions can a partner or customer perform within CCW-R? (Choose two.)
* View and manage their contracts
* Change Customer Address
* Set up billing
* Order new services
* Download hardware, software and services datasheets

Q39. Which statement regarding which tools can be added as value to customer and partners is invalid?
* Adoption scores which provide insight into how well customers are utilizing service and software they purchase
* Trusted Data Source for Hardware Refresh and Software renewal insights
* Help manage Discounts for Quoting
* Gain insight into new and unique business prospects for your customers and expand sales potential

Q40. Which strategy for successful renewal of service contracts calls for discussing changes in the network and identifying any uncovered add tons to the network?
* validate the customer’s business needs
* focus on benefits
* lock in revenue streams through co-termination
* explore up sell opportunities

Q41. Which statement best summarizes the intended outcome of the Success Plan?

* development of a customer-centric view for achieving value from their portfolio

* provide scheduling for resolving customer qual y issues

* generate financial data that indicates a customer’s propensity to renew

* grow incremental annual recurring revenue

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