



# 700-805<sup>Q&As</sup>

Cisco Renewals Manager (CRM)

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#### QUESTION 1

Which service offering helps define the customer's IT vision and strategy?

- A. Support
- B. Advisory
- C. Optimization
- D. Training

Correct Answer: B

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#### QUESTION 2

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

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#### QUESTION 3

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

Correct Answer: C

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#### 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

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#### QUESTION 5

Which approach should be applied when renewing a quote?

A. Product led approach

B. Solutions led approach

C. Reward led approach

D. Concerns led approach

Correct Answer: C

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