



700-805^{Q&As}

Cisco Renewals Manager (CRM)

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QUESTION 1

Which strategy for successful renewal of service contracts calls for discussing changes in the network and identifying any uncovered add tons to the network?

- A. validate the customer\\'s business needs
- B. focus on benefits
- C. lock in revenue streams through co-termination
- D. explore up sell opportunities

Correct Answer: D

QUESTION 2

What does TPV mean?

- A. Total Product Value
- B. Total Partner View
- C. Telepresence Value
- D. Total Partner Value

Correct Answer: B

QUESTION 3

Which strategy contributes to the successful renewal of service contracts?

- A. Offer discounts.
- B. Lock in revenue streams through co-termination.
- C. Communicate product performance, pricing, and position.
- D. Discount multi-year service agreements.

Correct Answer: C

QUESTION 4

Which action should a Renewals Manager take first?

- A. Assign an RS to priority accounts



- B. Meet and confirm the AM, CSS, CSM and their resources
- C. Meet the customer and perform a renewals diagnosis
- D. Download contract data and develop a renewals strategy

Correct Answer: B

QUESTION 5

What is the primary measurement of success for a Renewals Manager?

- A. upsell percentage
- B. percentage of contracts closed
- C. renewal success rate
- D. iARR rate

Correct Answer: C

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