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練習問題

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1年間無料アップデート

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