[Apr 20, 2022 700-805 Exam Dumps 100% Same Q&A In Your Real Exam [Q19-Q41
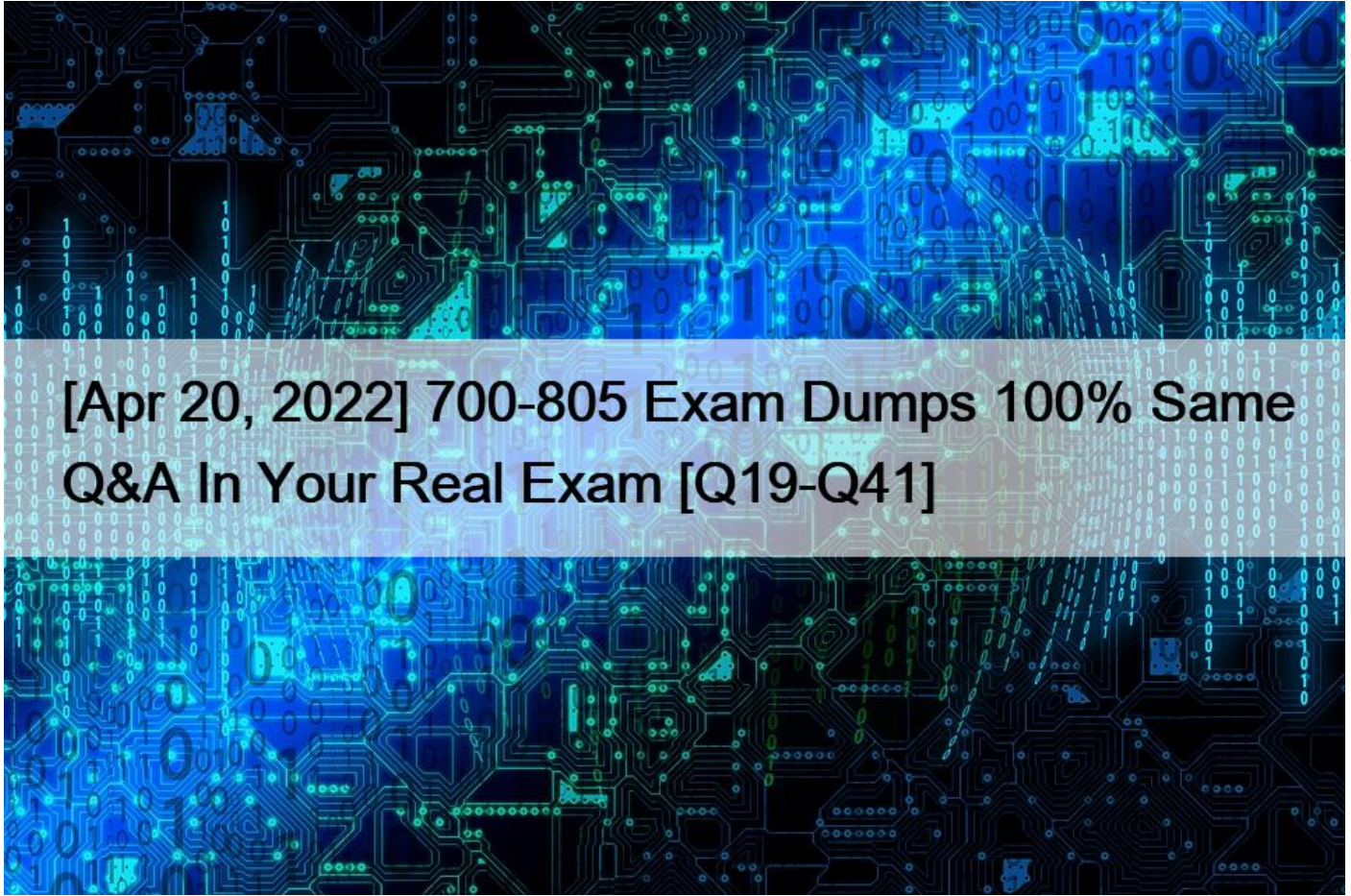

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700-805 Test Engine Dumps Training With 50 Questions

NEW QUESTION 19

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

NEW QUESTION 20

Which is the first step in a solutions-led sales approach?
* present quote to customer
* examine previous purchases

* identify the latest technology release
* understand the customer’s objectives

NEW QUESTION 21

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.

NEW QUESTION 22

Which area of the Success Plan is the Renewal Manager responsible?
* Barriers Predicted
* Solution Renewal
* Adoption Barriers Overcome
* Success Plan Hypothesis

NEW QUESTION 23

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

NEW QUESTION 24

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

NEW QUESTION 25

Which discussion point helps up sell a customer?
* Focus on what the customer already has covered on the network.
* Discuss changes in the network and identify any uncovered additions to the network.
* Focus on how much it will cost the customer.
* Discuss your prior ties and why you need the sale.

NEW QUESTION 26

Which business benefit of on-time renewals on Cisco products and services is valid?
* ability to ensure that our TAC cases get priority over others
* exclusive relationship with the customer
* access to training programs and material
* rebates and discounts from Cisco

NEW QUESTION 27

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

* Support
* Advisory
* Optimization
* Training

NEW QUESTION 28

What is the key implication on-time renewals have for an IT provider company?

* incentives will be paid
* improved customer satisfaction
* no major impact if sales are on plan
* recurring business is preserved

NEW QUESTION 29

Which action can a Renewals Manager take to drive value in the account?

* Removing adopt on barriers.
* Def ne the account forecast.
* Manage and mitigate renewal risk.
* Align partners on training.

NEW QUESTION 30

Which two actions can a partner or customer perform within CCW-R? (Choose two.)

* set up billing
* download hardware, software and services datasheets
* change Customer Address
* view and manage their contracts
* order new services

NEW QUESTION 31

Which approach should be applied when renewing a quote?

* Product led approach
* Solutions led approach
* Reward led approach
* Concerns led approach

NEW QUESTION 32

Which strategy contributes to the successful renewal of service contracts?

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

NEW QUESTION 33

What is the primary measurement of success for a Renewals Manager?
* Iarr rate
* Renewal success rate
* Upsell percentage
* Percentage of contracts closed

NEW QUESTION 34

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

NEW QUESTION 35

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

NEW QUESTION 36

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

NEW QUESTION 37

Which statement best describes the Success Plan?
* a document capturing a comprehensive view of all customer health scores
* a tool for report ng actions to management
* a shareable document that captures all account activities
* the blueprint for account teams to achieve customer success

NEW QUESTION 38

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

NEW QUESTION 39

Which critical task must be performed during the qualification phase?
* Renewal plan development
* Validate customer inventory
* Quote delivery
* Develop a success plan

NEW QUESTION 40

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

NEW QUESTION 41

Which group of products are enterprise networking products?
* Routing,Switching,Access Points
* Salesforce,Box,AWS
* Iwan,Viptela,Meraki
* WAN,LAN,Wireless

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