



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

Cisco Renewals Manager (CRM)

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#### QUESTION 1

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 2

Which statement regarding which tools can be added as value to customer and partners is invalid?

- A. Adopt on Scores which provide insight into how well customers are utilizing service and software they purchase
- B. help manage Discounts for Quoting
- C. gain insight into new and unique business prospects for your customers and expand sales potential
- D. Trusted Data Source for Hardware Refresh and Software renewal insights

Correct Answer: C

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#### QUESTION 3

What does TPV mean?

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

Correct Answer: B

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#### QUESTION 4

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 5

What is the Cisco definition of a Reusable Non-Standard Discount (RNSD)?

A. A discount applied to Cisco products and/or service list pricing and for a continual or ongoing basis.

B. A limited time discount applied to Cisco products and/or services.

C. A priority discount applied to third-party products for perpetuity.

D. A discount applied to refurbished or reused Cisco hardware that includes service contracts.

Correct Answer: B

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