



700-805^{Q&As}

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QUESTION 1

Which is the first step in a solutions-led sales approach?

- A. present quote to customer
- B. examine previous purchases
- C. identify the latest technology release
- D. understand the customer's objectives

Correct Answer: C

QUESTION 2

Which statement best describes an Accelerator?

- A. An on-call service for customer support
- B. A one-on-one deep dive on network issues
- C. A one-on-one coaching engagement covering specific use cases
- D. A hosted one-to-many educational webinar with live expert Q and A

Correct Answer: D

QUESTION 3

What does TPV mean?

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

Correct Answer: B

QUESTION 4

Which statement is the most accurate description of the Health Index?

- A. a tool for service providers to determine what stage of the lifecycle to offering training solutions
- B. an ongoing measurement of customer sentiment



- C. a measurement tool for resolving specific product quality issues and adoption barriers
- D. an ongoing measurement of several key customer health indicators

Correct Answer: C

QUESTION 5

How does Cisco define AT R?

- A. Contracts/subscriptions that are available to renew.
- B. ATR is the sum of RR and iARR, minus the attrition rate.
- C. Any customer agreement where attrition has been an issue.
- D. Contracts/subscriptions that have attrition terms revoked.

Correct Answer: A

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