



Free Questions for 700-805 by dumpssheet

Shared by Winters on 06-06-2022

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Question 1

Question Type: MultipleChoice

Which group of products are enterprise networking products?

Options:

- A- WAN, LAN, Wireless
- B- Routing, Switching, Access Points
- C- iWAN, Viptela, Meraki
- D- Salesforce, Box, AWS

Answer:

C

Question 2

Question Type: MultipleChoice

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

Options:

- A- Removing adopt on barriers.
- B- Define the account forecast.
- C- Manage and mitigate renewal risk.
- D- Align partners on training.

Answer:

C

Question 3

Question Type: MultipleChoice

Which two factors drive subscription value for customers? (Choose two)

Options:

- A- up to date security protection
- B- bundling of software and hardware
- C- freeware offers
- D- training access
- E- continuous access to innovation

Answer:

C

Question 4

Question Type: MultipleChoice

Which product addresses network segment a in issues and is comprised of Viptela and Meraki products?

Options:

- A- Tetration
- B- SD-WAN
- C- Security applications
- D- Cloud services

Answer:

D

Question 5

Question Type: MultipleChoice

Customer A purchased a one-year WebEx contract of 100 seats at \$10 per seat. Customer B purchases a three-year WebEx contract of 100 seats at \$10 per seat.

What is the annual recurring revenue (ARR) for each?

Options:

A- \$1000 and \$3000

B- \$1100 and \$3300

C- \$1000 and \$1000

D- \$3000 and \$3000

Answer:

C

Question 6

Question Type: MultipleChoice

Which service offering assists the customer in preparing for emerging industry trends?

Options:

A- Training

B- Trending Technical

C- Advisory

D- Managed

Answer:

B

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