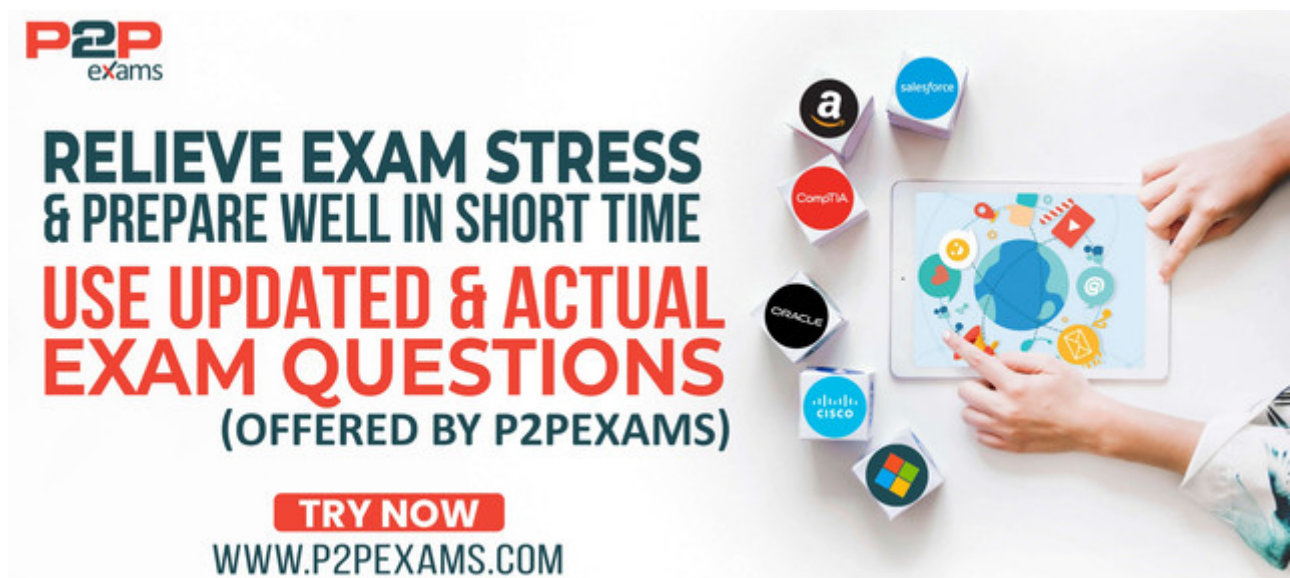


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Question No. 1

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

Question No. 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

Question No. 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

Question No. 4

Which licensing model represents the highest value?

- **A.** Transactional
- **B.** Subscription
- **C.** Pay as you go
- **D.** Enterprise Agreements

Answer: D

Question No. 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: D

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