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**Cisco Environmental Sustainability Practice-Building -
Stage 2 (CESPB)**



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Question: 1

When developing a regional overview of environmental trends, what should be considered?
(Choose Two)

- A. The specific environmental challenges unique to the region.
- B. The most popular products in the region regardless of sustainability.
- C. The regional policies and regulations affecting sustainability.
- D. The general global trends that do not necessarily impact the region.

Answer: A,C

Question: 2

From case studies, what has been a critical factor in Cisco partners aiding customers to reach sustainability goals?

- A. The reluctance to adopt new technologies.
- B. The integration of scalable and adaptable Cisco solutions that grow with the company's sustainability efforts.
- C. The complete avoidance of Cisco's innovative products.
- D. Prioritizing aesthetics over functionality in product selection.

Answer: B

Question: 3

What is an essential factor for determining the current state of sustainable business practices within a company?

- A. The diversity of product offerings.
- B. The stock price of the company.
- C. The company's level of adherence to global sustainability standards.
- D. The CEO's personal opinions on environmental issues.

Answer: C

Question: 4

Why is it crucial for partners to adopt environmental sustainability practices?

- A. To adhere strictly to local trading laws
- B. To solely focus on short-term gains
- C. To decrease operational efficiency
- D. To contribute to long-term environmental health and secure sustainable business practices

Answer: D

Question: 5

How can businesses effectively integrate sustainable practices into their partner portfolios?
(Choose Two)

- A. By demanding partners adhere to stricter environmental regulations than the law requires.
- B. By selecting partners with aligned sustainability goals and practices.
- C. By prioritizing partnerships based on short-term financial gains.
- D. By fostering collaborative projects focused on sustainable innovation.

Answer: B,D

Question: 6

In a case study involving a Cisco partner, how did the partner help a customer achieve its sustainability goals through Cisco solutions?

- A. By implementing energy-efficient Cisco networking equipment to reduce the customer's power consumption.
- B. By advising the customer to continue using outdated, less efficient technologies.
- C. By discouraging the use of renewable energy sources.
- D. By focusing solely on short-term cost savings.

Answer: A

Question: 7

What are effective measures of a successful sustainability practice within a business environment?
(Choose Two)

- A. Increased waste production.
- B. Effective resource management and recycling.
- C. Development of sustainable products and services.
- D. Decreased stakeholder engagement.

Answer: B,C

Question: 8

Which Cisco initiative is critical in helping partners deliver sustainable solutions to customers?

- A. Encouraging the continued use of outdated hardware.
- B. The development and promotion of high-efficiency networking equipment.
- C. Avoiding any investments in renewable energy technologies.
- D. Decreasing the recyclability of products.

Answer: B

Question: 9

How can you effectively talk about sustainability with customers who are new to the concept?
(Choose Two)

- A. Overwhelm them with data and statistics to ensure they understand the seriousness.
- B. Start with basic concepts and gradually discuss more complex issues.
- C. Relate sustainability benefits directly to their business needs and goals.
- D. Focus solely on the financial burdens of implementing sustainability practices.

Answer: B,D

Question: 10

Which outcome is directly linked to successful sustainability initiatives implemented by Cisco partners?

- A. Decreased market competitiveness.
- B. Enhanced reputation and compliance with environmental standards.
- C. Increased use of obsolete technologies.
- D. Restricted innovation within the company.

Answer: B

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