



**Vendor:** Cisco

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**Exam Name:** Environmental Sustainability Practice-Building

**Version:** DEMO

### QUESTION 1

Which feature was added to the headquarters of Cisco's partner, Charter, to support a responsible and sustainable environment?

- A. optimal building layout for space utilization
- B. reduction in hot water allowance to conserve energy
- C. Smart vehicles
- D. wireless components used to track people to determine who was leaving lights on

**Answer: A**

**Explanation:**

At the headquarters of Cisco's partner, Charter, a key feature added to support a responsible and sustainable environment was an optimal building layout for space utilization. Optimizing space utilization is a sustainability practice that reduces the environmental footprint by minimizing the amount of space required for operations, which in turn lowers energy consumption for heating, cooling, and lighting. A well-planned layout also improves operational efficiency, reduces costs, and encourages sustainable practices within the building, such as increased natural lighting and better ventilation, contributing to a more energy-efficient workspace. This sustainable design choice supports both environmental and operational goals by lowering resource consumption and fostering a more responsible, energy-efficient infrastructure.

### QUESTION 2

Which task should be completed before meeting with a customer for an exploratory discussion?

- A. create a sales pitch
- B. prepare a proposal
- C. do background research
- D. determine product positioning

**Answer: C**

**Explanation:**

Before meeting with a customer for an exploratory discussion, the most important task to complete is doing background research. This involves understanding the customer's business, their industry, potential pain points, and any existing sustainability or technology initiatives they may have. Conducting thorough research allows you to tailor the discussion to the customer's needs, demonstrating that you understand their challenges and are prepared to offer relevant solutions. Preparation through research enables more productive conversations and increases the likelihood of establishing a strong, trust-based relationship with the customer.

### QUESTION 3

Which percent of partners are expected to increase revenue from a sustainability solution?

- A. 40%
- B. 45%
- C. 55%
- D. 80%

**Answer: C**

**Explanation:**

According to industry research, 55% of partners are expected to increase their revenue from offering sustainability solutions. Sustainability is becoming a key driver of business growth as companies seek to reduce their environmental impact, comply with regulations, and meet the

growing demand for eco-friendly products and services. Partners offering solutions that help organizations become more energy-efficient, reduce carbon emissions, or transition to a circular economy are positioned to capitalize on this shift.

This trend highlights the increasing importance of sustainability in business strategy, as both customers and governments push for more sustainable practices across industries.

#### QUESTION 4

By which year has Cisco committed to net-zero greenhouse gas emissions?

- A. 2035
- B. 2040
- C. 2045
- D. 2050

**Answer: B**

**Explanation:**

Cisco has committed to achieving net-zero greenhouse gas (GHG) emissions by 2040 across its entire value chain. This ambitious target includes not only reducing direct emissions from its operations (Scope 1) and purchased energy (Scope 2) but also addressing indirect emissions from its products, services, and supply chain (Scope 3). Cisco's approach includes adopting renewable energy, improving energy efficiency in its products and operations, and working with suppliers to minimize their carbon footprint.

The company's sustainability strategy is aligned with global efforts to combat climate change, including the goals of the Paris Agreement to limit global warming.

#### QUESTION 5

What is a concern for sustainability leaders?

- A. reading all blogs posted by marketing
- B. personally monitoring network security and reliability
- C. decreasing productivity to decrease waste
- D. positioning the organization as a sustainability leader

**Answer: D**

**Explanation:**

A primary concern for sustainability leaders is positioning the organization as a sustainability leader. This involves integrating sustainable practices into the company's strategy, operations, and culture while also communicating the organization's environmental impact and initiatives to stakeholders. Sustainability leaders aim to ensure that their organization not only complies with environmental regulations but also stands out in the marketplace as a pioneer in sustainability, which can enhance brand reputation, attract customers, and drive long-term success. This role also involves balancing economic performance with social and environmental responsibility, navigating evolving sustainability standards, and addressing stakeholder expectations.

#### QUESTION 6

What are two potential benefits of operating a more sustainable practice? (Choose two.)

- A. allows partners to meet Request for Proposal requirements
- B. adds more Cisco gear to the grey market
- C. provides access to green recovery funds
- D. reduces entry into the current line of business

E. helps increase taxes to reduce waste

**Answer:** AC

**Explanation:**

Operating a more sustainable practice offers two significant benefits:

Allows partners to meet Request for Proposal (RFP) requirements (A): Many organizations, especially in the public and corporate sectors, now require sustainability commitments in their RFPs. By incorporating sustainable practices, partners can better meet these requirements, which increases their chances of winning contracts and expanding business opportunities.

Provides access to green recovery funds (C): Governments and financial institutions are increasingly offering green recovery funds or incentives to organizations that focus on sustainability. These funds help businesses transition to more sustainable operations, offering financial support for green initiatives like energy efficiency improvements, renewable energy adoption, and waste reduction. Access to such funds can provide a competitive advantage and reduce operational costs.

#### QUESTION 7

Which two resources provide information about an organization's position and plans around sustainability? (Choose two.)

- A. online blog posts
- B. corporate tax reports
- C. employee retention statistics
- D. corporate salaries
- E. company websites

**Answer:** AE

**Explanation:**

Two key resources that provide information about an organization's sustainability position and plans are:

Online blog posts (A): Companies frequently use blogs to share their sustainability initiatives, progress, and future goals. These posts often highlight achievements, such as reducing carbon emissions or improving energy efficiency, and communicate their commitment to stakeholders.

Company websites (E): The corporate website is one of the most comprehensive sources of information about a company's sustainability strategy. Organizations often dedicate sections of their websites to sustainability, where they detail their environmental policies, sustainability reports, and plans for reducing their environmental impact.

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