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Exam : **700-246**

Title : Cisco Environmental Sustainability Practice-Building - Stage 2 (CESPB)

Version : DEMO

1.A Cisco partner wants to demonstrate that its sustainability practice delivers measurable customer value.
Which approach is most appropriate?
A. Assume all newly installed networking equipment is carbon neutral.
B. Evaluate success exclusively through the number of products sold.
C. Avoid collecting operational data to simplify reporting.
D. Establish environmental performance baselines and compare measurable outcomes after implementation.
Answer: D
Explanation:
Establishing environmental performance baselines and measuring subsequent improvements enables organizations to evaluate whether sustainability initiatives deliver meaningful business and environmental outcomes.
A baseline represents the environmental or operational performance recorded before implementing a solution. Depending on the project, relevant metrics may include electricity consumption, greenhouse gas emissions, hardware utilization, electronic waste generation, and equipment recovery rates.
For example, an organization modernizing its data center could record its existing server power consumption, cooling requirements, and equipment utilization. After implementing a more efficient infrastructure, the organization can compare normalized measurements against the original baseline.
A credible comparison must account for relevant changes, including workload growth, operating hours, facility conditions, and equipment capacity. This helps distinguish genuine efficiency improvements from changes caused by unrelated operating conditions.
Option A is incorrect because installing new networking equipment does not automatically eliminate its lifecycle emissions.
Option B measures commercial activity rather than environmental results.
Option C undermines transparency and prevents objective performance evaluation.
The correct approach creates a foundation for sustainability reporting, customer accountability, operational optimization, and evidence-based investment decisions.
Cisco's sustainability guidance emphasizes identifying business outcomes, improving resource efficiency, and measuring the results of technology transformation initiatives.
Reference: Cisco Environmental Sustainability Practice-Building Stage 2 — Section 1.2, Understand the Importance of Adapting Business Practices; Cisco IT Data Center Sustainability Framework.

2.Which initiative do Sustainability Leaders prioritize in their role?
A. planting trees
B. educating leaders and employees
C. ensuring network security
D. procuring single-use plastics
Answer: B
Explanation:
Sustainability Leaders prioritize educating leaders and employees because organizational awareness, executive commitment, and workforce engagement are essential for implementing an effective environmental sustainability strategy. Sustainability leadership extends beyond individual environmental initiatives to establishing a culture in which sustainable practices become integrated into corporate

decision-making, business operations, and long-term strategic planning.
Cisco's environmental sustainability framework emphasizes the importance of stakeholder engagement, education, and cross-functional collaboration. Sustainability Leaders help executives understand environmental responsibilities, establish measurable sustainability objectives, and align business activities with environmental, social, and governance (ESG) priorities.
Employee education enables organizations to improve resource efficiency, reduce greenhouse gas emissions, minimize waste, and adopt circular economy principles. Training programs, sustainability workshops, and internal awareness campaigns encourage employees to incorporate environmentally responsible practices into everyday operations.
Option A represents a specific environmental activity rather than the broader leadership priority.
Option C addresses cybersecurity, which is important for organizational resilience but is not the primary initiative described.
Option D contradicts sustainable procurement and waste-reduction principles.
Cisco's sustainability guidance reinforces this approach by emphasizing education, employee engagement, and collaboration with organizational sustainability champions.
Reference: Cisco Environmental Sustainability — Building a Sustainability Practice; related concepts: Sustainability Leadership, Employee Education and Engagement, ESG Culture, and Organizational Sustainability Strategy.

3.Why is data wiping important in the Cisco Takeback and Reuse Program?
A. to reduce product lifespan
B. for data security
C. to add more storage space
D. to increase equipment resale value
Answer: B
Explanation:
Data wiping is an essential security control within the Cisco Takeback and Reuse Program because it helps protect confidential information stored on networking equipment before the hardware is reused, remanufactured, recycled, or securely destroyed.
Enterprise networking devices may contain sensitive information, including configuration files, authentication credentials, cryptographic keys, network topology information, and operational logs. If these devices are transferred to another organization without appropriate data sanitization, residual information could expose organizations to unauthorized access, confidentiality breaches, and regulatory compliance risks.
Cisco's Takeback and Reuse Program incorporates secure handling and data sanitization procedures. Cisco states that its data-wiping software is certified to meet the requirements of NIST SP 800-88 Revision 1, Guidelines for Media Sanitization. Equipment that cannot be successfully sanitized may undergo further processing or secure destruction.
Importantly, Cisco also requires customers to remove their data before returning equipment; Cisco's downstream wiping process does not eliminate this customer responsibility.
Option A contradicts the objective of extending product lifecycles.
Option C incorrectly describes data sanitization as a storage-capacity enhancement.
Option D identifies a possible commercial consideration rather than the primary security requirement.
Data wiping therefore enables circular technology practices while reducing the risk of unauthorized

disclosure of sensitive organizational information.
Reference: Cisco Environmental Sustainability — Making a Difference; Cisco Takeback and Reuse Program, Data Sanitization, NIST SP 800-88, and Secure Equipment Lifecycle Management.

4.What is the importance of Circular Design Principles in product development?
A. They enable reuse and minimize environmental impacts.
B. They promote single-use products.
C. They prioritize rapid obsolescence.
D. They focus on maximizing resource extraction.
Answer: A
Explanation:
Circular Design Principles are important in product development because they enable product reuse and minimize environmental impacts throughout the entire technology lifecycle, from initial design and manufacturing to operation, maintenance, recovery, and eventual recycling.
Cisco integrates circular economy considerations into engineering decisions to improve resource efficiency, reduce unnecessary waste, and preserve the functional value of existing technology equipment.
Cisco's Circular Design Principles encompass five major focus areas: material use, standardization and modularization, packaging and accessories, smart energy consumption, and disassembly, repair, and reuse.
These principles influence practical engineering decisions.
For example, modular product architectures enable damaged or outdated components to be replaced without discarding complete systems. Energy-efficient components reduce electricity consumption during operation, while recyclable materials and improved packaging reduce waste and dependence on virgin resources.
Designing products for straightforward disassembly also facilitates maintenance, remanufacturing, and responsible material recovery.
Option B contradicts circular design because single-use products generate unnecessary waste.
Option C promotes premature equipment replacement, opposing product longevity.
Option D emphasizes resource extraction rather than conservation and material recovery.
Circular Design Principles therefore establish a systematic approach to sustainable product engineering, ensuring environmental considerations influence design decisions before products enter the market.
Cisco's official circular design framework explicitly connects reuse, reduced environmental impacts, innovation, and customer value.
Reference: Cisco Environmental Sustainability — Making a Difference; Circular Design Principles, Sustainable Product Engineering, Design for Disassembly, Resource Efficiency, and Environmental Impact Reduction.

5.A Cisco partner is revising its procurement and equipment replacement strategy to support a circular economy.
Which practice best aligns with this objective?
A. Evaluate equipment reuse, remanufacturing, repairability, and responsible end-of-use recovery before making replacement decisions.
B. Replace all functional equipment whenever a new product generation becomes available.

C. Store obsolete equipment indefinitely without evaluating recovery opportunities.
D. Purchase equipment solely according to its initial acquisition price.
Answer: A
Explanation:
A circular procurement strategy prioritizes preserving the functional and material value of existing technology assets while minimizing unnecessary resource consumption and electronic waste.
Cisco's circular economy approach differs from a traditional linear model in which equipment is manufactured, purchased, used, and discarded. Circular practices consider whether existing hardware can be maintained, upgraded, redeployed, remanufactured, or responsibly recycled.
Cisco partners can incorporate these considerations into procurement policies and technology refresh planning.
For example, a customer replacing networking infrastructure should evaluate whether functional devices can be redeployed elsewhere, whether Cisco Refresh products satisfy purchasing requirements, and whether obsolete assets can enter Cisco's Takeback and Reuse Program.
Such decisions should also account for lifecycle energy consumption, security support, reliability, and the business value of equipment modernization. Extending hardware life is beneficial when it remains technically and operationally appropriate.
Option B unnecessarily accelerates resource consumption and equipment turnover.
Option C prevents assets from being recovered or reused productively.
Option D ignores operational costs, environmental considerations, and long-term lifecycle value.
The correct approach integrates sustainability into purchasing decisions rather than treating equipment disposal as an isolated end-of-life activity.
Cisco identifies circular design, circular offerings, and recover-and-redeploy processes as interconnected elements of its circular transformation strategy.
Reference: Cisco Environmental Sustainability Practice-Building Stage 2 — Section 1.3, Describe Sustainability Practices and the Circular Economy; Cisco Circular Transformation.