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## Environmental Sustainability Practice-Building v1.0 (700-245)

**Exam Description:** Environmental Sustainability Practice-Building v1.0 (ESPB 700-245) is a 60-minute exam that tests a candidate's knowledge of building an environmental sustainability practice. The course Bringing Environmental Sustainability into Practice for Partners helps candidates prepare for this exam.

The following topics are general guidelines for the content likely to be included on the exam. However, other related topics may also appear on any specific delivery of the exam. To better reflect the contents of the exam and for clarity purposes, the guidelines below may change at any time without notice.

- 25% 1.0 Building a Sustainability Practice**
  - 1.1 Define environmental sustainability and practices
  - 1.2 Describe sustainability practices and their importance for partners
  - 1.3 Describe sustainability practices and the circular economy for partners
  
- 30% 2.0 Current and Future Sustainable Business Practices**
  - 2.1 Determine the current state of sustainable practices
  - 2.2 Determine how to build sustainable practices into a partner portfolio
  - 2.3 Explain sustainable success stories for Cisco partners leading the way
  - 2.4 Identify the connection to the wider world of sustainability
  
- 35% 3.0 Talking to Customers About Sustainability**
  - 3.1 Explain how to talk to customers about sustainability goals
  - 3.2 Identify the two types of sustainability conversations
  - 3.3 Practice sustainability conversations
  - 3.4 Develop a regional overview of environmental trends
  - 3.5 Recognize partner sales spotlights
  
- 10% 4.0 Cisco Products and Solutions For Sustainability Goals**
  - 4.1 Identify why customers are choosing to establish sustainability goals and initiatives
  - 4.2 Explain case studies of how partners are helping customers reach sustainability goals