Cisco Environmental Sustainability - Product Sustainability: Selling with Confidence v1.0 (700-248)

Exam Description: Cisco Environmental Sustainability - Product Sustainability: Selling with Confidence v1.0 (CESS 700-248) is a 60-minute exam that tests a candidate's knowledge of applying circular design principles, articulating Cisco's specific product sustainability initiatives, and leveraging product features and partner solutions to drive business value with sustainability. The course, Product Sustainability: Selling with Confidence 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.

40% 1.0 Cisco's Product Sustainability

- 1.1 Apply product lifecycle and circular design in customer conversations
- 1.2 Describe Cisco's Circular Design in action
- 1.3 Turn product data into customer value

60% 2.0 Selling with Sustainability

- 2.1 Describe how Cisco products enable sustainability outcomes
- 2.2 Identify opportunities
- 2.3 Align solutions to win with product sustainability

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