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Salesforce Certified Platform Strategy Designer Sample Questions (Q10-Q15):

NEW QUESTION # 10

The strategy designer at Cloud Kicks is using a How Might We statement to frame their design challenge. What should they do to test their statement to ensure it successfully guides their design process?

- A. Test the statement with end users.
- B. Launch an online survey
- C. Use rapid ideation with project team

Answer: C

Explanation:

The best thing to do to test a How Might We statement to ensure it successfully guides the design process is to use rapid ideation with the project team, as this helps generate and evaluate multiple ideas that address the design challenge and reveal any gaps or assumptions in the statement. Testing the statement with end users or launching an online survey may not be effective or feasible ways to test a How Might We statement, as they are more suitable for testing solutions or gathering feedback.

NEW QUESTION # 11

Cloud Kicks asks to see a roadmap denoting how the design team will turn their product vision into reality. What should the team do when developing their roadmap?

- A. Ensure stakeholders stay connected and aligned during roadmap development
- B. Focus on features, including detailed outputs associated with each one.
- C. Set expectations that once the roadmap is approved It will not be modified.

Answer: A

Explanation:

The team should ensure stakeholders stay connected and aligned during roadmap development, when creating their roadmap to turn their product vision into reality. This helps avoid misalignment or confusion among stakeholders, and ensure that the roadmap reflects their feedback and expectations. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-a-roadmap>

NEW QUESTION # 12

Cloud Kicks wants to launch a campaign that rewards customer behavior by giving away free merchandise, which key business criteria should be ensured?

- A. Viability
- B. Desirability
- C. Feasibility

Answer: A

Explanation:

The key business criteria that should be ensured for launching a campaign that rewards customer behavior by giving away free merchandise is viability. Viability is the degree to which a product or service is profitable and sustainable for the business. By giving away free merchandise, Cloud Kicks should ensure that the campaign is viable in terms of costs, revenues, risks, and benefits. Desirability or feasibility may not be the key criteria for this campaign, as they relate to the customer or technical aspects of the product or service.

NEW QUESTION # 13

A strategy designer is planning a remote workshop with a team from their partner company using a new digital collaboration tool. Many employees at the partner company have much less experience with technology. Which activity should ensure the workshop is accessible to all participants?

- A. Ask a friend to test the tools first and give feedback on how user-friendly the activities are.
- B. Conduct an in-person session with the partner company; collaboration is best when done face-to-face.
- C. Allow access to the tool ahead of time and make sure participants are familiar before getting started.

Answer: C

Explanation:

Providing early access to digital collaboration tools and ensuring all participants are comfortable using them before the workshop starts can enhance accessibility and participation. This preparation helps level the playing field, especially for those less experienced with technology, ensuring a productive and inclusive session.

NEW QUESTION # 14

At a project kickoff, a stakeholder shared the hypothesis that the price point was the reason their product was failing in the market. But when the design team conducted qualitative research, they learned that customers wanted an entirely different type of product. How should the design team present this information knowing they would challenge a stakeholder's hypothesis?

- A. In a walking deck with video clips from research sessions
- B. In a "How Might We" statement to encourage new ideas
- C. In an insights workshop with plenty of time for group discussion

Answer: C

Explanation:

The design team should present the information that challenges a stakeholder's hypothesis in an insights workshop with plenty of time for group discussion. This helps create a safe and collaborative space where the stakeholder can ask questions, share feedback, and understand the research findings and implications. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/present-insights-to-stakeholders>

NEW QUESTION # 15

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