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Salesforce Certified Platform Strategy Designer Sample Questions (Q76-Q81):

NEW QUESTION # 76

Cloud Kicks' sales representatives are complaining that some Lightning web components developed as part of the partner onboarding process are slow to load and often unresponsive.

What would be the best recommendation to the team to identify the challenges and remediate the issue?

- A. Utilize the Lightning Usage App.
- B. Run the Salesforce Optimizer.
- C. Create a case with Salesforce support.

Answer: A

Explanation:

The best recommendation to identify and remediate the issue of slow and unresponsive Lightning web components is to utilize the Lightning Usage App, which provides insights into how users interact with Lightning Experience and helps optimize performance and usability. Running the Salesforce Optimizer or creating a case with Salesforce support may not address the specific issue of Lightning web components.

NEW QUESTION # 77

Cloud Kicks (CK) is launching a new online store and wants to get a better understanding of its market wants and needs to create compelling customer experience. CK's strategy designer recommends utilizing the Jobs to Be Done framework. What are the core principles of the Jobs to Be Done framework?

- A. Customer-centric, Effective Communication, Organizational Strategy, Success Criteria
- B. Customer-centric, Values driven, Flexible, Revenue focused
- C. Customer-centric, Solution Agnostic, Stable Over Time, Measurable Outcomes

Answer: C

Explanation:

The core principles of the Jobs to Be Done framework are customer-centric, solution agnostic, stable over time, and measurable outcomes, as this framework helps understand the customer's specific goal or job, and the thought processes that would lead them to hire a product or service to complete the job. Customer-centric means focusing on the customer's needs and desires, solution agnostic means not prescribing or implying any specific solution, stable over time means not changing with customer attributes or preferences, and measurable outcomes means having clear and quantifiable indicators of success.

NEW QUESTION # 78

A strategy designer is presenting their new service vision to an executive audience. What should the designer include in the executive summary to meet the audience needs?

- A. The different options explored in the process of designing this vision
- B. A detailed report of the data that informed the new vision
- C. A plan description including who needs to act and what they need to do

Answer: C

Explanation:

The best thing to include in the executive summary when presenting a new service vision to an executive audience is a plan description including who needs to act and what they need to do, as this provides a clear and concise overview of the vision and its implementation. A detailed report of the data that informed the new vision or the different options explored in the process of designing this vision may not be relevant or interesting for an executive audience.

NEW QUESTION # 79

The design team at Cloud Kicks has designed a desirable solution for customers that is viable to the company's business model. The strategy designer on the team now needs to determine the feasibility of the solution. Which three main areas should be focused on to assess feasibility?

- A. Distribution channels, capabilities, and potential partners
- B. Business ROI, data analytics, and customer engagement
- C. User desirability, company viability, and deployment stability

Answer: A

Explanation:

The three main areas that should be focused on to assess feasibility of the solution are distribution channels, capabilities, and potential partners. Distribution channels are the ways or methods that a product or service reaches the customers, such as online, in-store, or direct. Capabilities are the skills, resources, or technologies that are required or available to implement a solution, such as platform features, integrations, or tools. Potential partners are the external entities or organizations that can help or support the delivery or operation of a solution, such as suppliers, vendors, or consultants. These areas help evaluate the technical and operational feasibility of the solution, and identify the gaps or opportunities for improvement or innovation.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-a-business-model-canvas>

NEW QUESTION # 80

Cloud Kick's sales representatives are complaining about lack of flexibility when they need to create complex quotes and configure product solutions. What should the Strategy Designer recommend to streamline their sales cycle?

- **A. Implement Revenue Cloud**
- B. Create a custom sales cycle that maps exactly to their needs
- C. Suggest to simplify the complex sales cycle to make it fit the standard setup

Answer: A

Explanation:

The Strategy Designer should recommend implementing Revenue Cloud to streamline their sales cycle. Revenue Cloud is a Salesforce product that enables companies to create flexible and scalable revenue models, automate complex billing and revenue recognition processes, and provide a unified buying experience across channels. Revenue Cloud includes CPQ (Configure, Price, Quote) and B2B Commerce solutions that can help Cloud Kicks' sales representatives create complex quotes and configure product solutions more easily and accurately.

NEW QUESTION # 81

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Even if you are familiar with some object-oriented concepts, you should Plat-UX-102 Vce File review them in this chapter, You must strike a proper balance between the role of the database manager and the role of a programming language.

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