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## Salesforce Certified Platform Strategy Designer Sample Questions (Q87-Q92):

NEW QUESTION # 87

The call center at Cloud Kicks (CK) is receiving higher call volumes than usual, which is leading to longer wait times for customers. CK has decided to engage a team to address this.

What should the strategy designer ask before framing the problem?

- A. What new technology trends exist for customer service?
- **B. What problem(s) is CK trying to solve?**
- C. How does a competitor solve for a similar problem?

**Answer: B**

Explanation:

Before framing the problem, the strategy designer should ask what problem(s) CK is trying to solve, rather than jumping to solutions or assumptions. This helps clarify the scope and context of the challenge and identify the root causes and effects of the issue.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/frame-challenges-with-how-might-we-statements>

### NEW QUESTION # 88

Cloud Kicks wants to improve its business model to be closer to its customers and provide quantifiable improvements to business efficiency.

Which framework should be used to drive the success of the new business model?

- **A. Desirable, Feasible, Viable**
- B. Usable, Feasible, Cost-Effective
- C. Feasible, Viable, Impactful

**Answer: A**

Explanation:

The Desirable, Feasible, Viable framework is essential for ensuring a new business model's success. It ensures the model is customer-centric (Desirable), technically and organizationally achievable (Feasible), and financially sustainable (Viable), aligning the innovation with customer needs, operational capabilities, and business objectives.

### NEW QUESTION # 89

The strategy designers at Cloud Kicks are leading a large number of projects initiated by various stakeholders. They implement an Impact & Effort matrix to help them prioritize their work.

What is the purpose of an Impact & Effort matrix?

- A. To compare products based on predefined criteria to enable stakeholder discussion
- **B. To prioritize projects based on key goals outlined in project framing**
- C. To classify projects according to their level of urgency.

**Answer: B**

Explanation:

The purpose of an Impact & Effort matrix is to prioritize projects based on key goals outlined in project framing. An Impact & Effort matrix is a tool to evaluate and compare projects based on two criteria: the impact they have on achieving the desired outcomes, and the effort they require to implement. Projects that have high impact and low effort are usually prioritized, while projects that have low impact and high effort are usually deprioritized. An Impact & Effort matrix does not compare products based on predefined criteria or classify projects according to their level of urgency.

### NEW QUESTION # 90

A global consumer package goods company is about to engage in a digital transformation effort to help siloed departments collaborate more efficiently. The strategy designer and an organizational designer partner to prototype new ways of cross-departmental collaboration. What is a key objective the team should focus on?

- A. Have the final say in all intra-departmental decisions.
- **B. Create a single enterprise-wide digital governance model.**
- C. Unify all organizational tech stacks under one platform

**Answer: B**

Explanation:

A key objective for prototyping new ways of cross-departmental collaboration in a digital transformation effort is to create a single enterprise-wide digital governance model, as this ensures consistency, accountability, and quality across different departments. Having the final say in all intra-departmental decisions or unifying all organizational tech stacks under one platform are not realistic or desirable objectives.

#### **NEW QUESTION # 91**

A strategy designer leading a UX team needs to articulate their team's purpose and value to the rest of the company. The designer decides to create vision statements using a collaborative, research-backed process to increase team members' understanding and alignment of UX efforts.

What should be the steps taken to achieve this goal?

- A. Define, Design, Deploy
- B. Hypothesize, Empathize, Optimize
- C. Gather, Envision, Plan

**Answer: C**

Explanation:

The steps that should be taken to achieve the goal of creating vision statements using a collaborative, research-backed process are Gather, Envision, Plan. These steps involve gathering data and insights from research, envisioning possible future states based on insights, and planning how to communicate and execute the vision.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-vision-statements>

#### **NEW QUESTION # 92**

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