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

NEW QUESTION # 76
A design team is following the design thinking process to create a vision for their new loyalty program. While design thinking is an iterative process, there are phases that follow a general order.
Which phase encompasses creating Jobs To Be Done?

- A. Prototype
- B. Deploy
- C. Define

Answer: C

Explanation:
Creating Jobs To Be Done is part of the define phase of the design thinking process. This phase involves synthesizing the insights from the empathize phase and framing the problem statement in a human-centered way. Jobs To Be Done are statements that describe what customers are trying to achieve or accomplish through a product or service.
https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-jobs-to-be-done

NEW QUESTION # 77
A start-up specializing in creating healthcare apps for both patients and family caregivers is looking for ideas to develop new features. The company plans on organizing a brainstorming session with staff members from various teams.
What is a rule strategy designers should follow when facilitating a brainstorming session?

- A. Encourage participants to build on proposed ideas.
- B. Emphasize critique of proposed ideas.
- C. Explore qualitative assessment of proposed ideas.

Answer: A

Explanation:
One of the rules of facilitating a brainstorming session is to encourage participants to build on proposed ideas, rather than criticize or dismiss them. This fosters a collaborative and creative environment where ideas can be improved and refined.
https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/facilitate-a-brainstorming-session

NEW QUESTION # 78
Cloud Kicks' users demonstrated behaviors and shared quotes on their excitement to use a new offering, as well as how it would influence their purchasing habits., during feedback sessions.
What do these qualitative findings Indicate about the new offering"?

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

Answer: B

Explanation:
These qualitative findings indicate desirability of the new offering. Desirability refers to how much customers want or need a product or service, and how it meets their expectations and emotions. It can be measured by observing customers' behaviors and reactions, such as excitement, interest, engagement, satisfaction, or recommendation.
https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/measure-the-success-of-the-initiative

NEW QUESTION # 79
A strategy designer is kicking off a project to reimagine the high-end private banking experience for a financial services company.

What should they do to learn about the unique expectations of the company's customers?

- A. Interview 8-10 customers about how banking fits Into their lives and their ideal relationship with their bank.
- B. Share prototypes of different interface directions with 100 people who regularly use their bank's app.
- C. Send a survey to all stakeholders about their banking app attitudes, preferences, and desires.

Answer: A

Explanation:
Interviewing 8-10 customers about how banking fits into their lives and their ideal relationship with their bank is the best way to learn about the unique expectations of the company's customers. This method provides qualitative and contextual insights into the customers' needs, goals, pain points, and emotions. https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/conduct-customer-interviews

NEW QUESTION # 80
Cloud Kicks' existing customers are loyal, but the company believes its total addressable market is larger.
What should their strategy designer explore to increase market share?

- A. Deepening customer engagement
- B. Reinvesting in existing products
- C. Diversifying product offerings

Answer: C

Explanation:
The strategy designer should explore diversifying product offerings to increase market share. This means creating new products or services that appeal to different customer segments or needs, and expanding the customer base and revenue potential of the business. https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/diversify-product-offerings

NEW QUESTION # 81
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