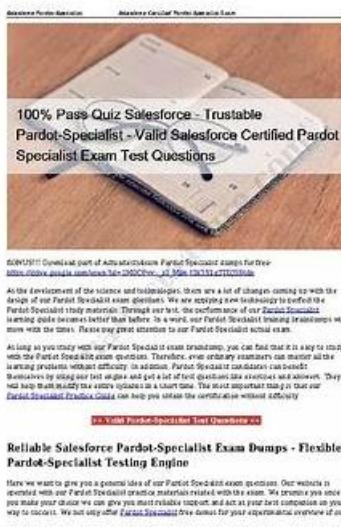


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Salesforce Certified Platform Strategy Designer Sample Questions (Q111-Q116):

NEW QUESTION # 111

A startup company that develops machine learning tools that track the performance of carbon dioxide and wants enforce perception validity of its data. The company starts by developing a need statement and a challenge statement. What is the commonality between the two statements?

- A. Both explain the scope of possible solution.
- B. Both are tactics intended to solve problem
- C. Both are solution free statements

Answer: C

Explanation:

The commonality between a need statement and a challenge statement is that both are solution free statements, that is, they do not prescribe or imply any specific solution, but rather define the problem or opportunity space. Both are not tactics intended to solve the problem or explain the scope of possible solutions, as they are more focused on framing the problem.

NEW QUESTION # 112

A strategy designer has noticed that stakeholder perspectives often take a features-first mindset when discussing the problem space and user insights.

Which co-creation approach should help stakeholders shift to a users-first mindset before discussing solutions?

- A. Prioritization Workshop
- B. Empathy Workshop
- C. Process Mapping Workshop

Answer: B

Explanation:

An empathy workshop is a co-creation approach that should help stakeholders shift to a users-first mindset before discussing solutions. An empathy workshop is a method that involves engaging stakeholders in activities that help them understand and empathize with the users' needs, goals, pain points, and emotions. It helps foster a human-centered perspective and mindset among stakeholders, and inspire them to generate ideas that address the users' problems or desires.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/facilitate-an-empathy-workshop>

NEW QUESTION # 113

Cloud Kicks (CK) is working on enhanced functionality for an existing sales application.

What should CK do to ensure the proposed design is compatible with the current data model?

- A. Create high fidelity prototypes.
- B. Run a technical design critique.
- C. Perform end user testing.

Answer: B

Explanation:

A technical design critique is a method that helps ensure the proposed design is compatible with the current data model by inviting

feedback from technical experts, such as developers or architects. It helps identify potential issues or gaps in the design and suggest improvements or alternatives. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/run-a-technical-design-critique>

NEW QUESTION # 114

A strategy designer is facilitating a prioritization workshop, and there are strong differing opinions about the right solutions to the challenge.

What should the designer do?

- A. Work through the conflict in the workshop to reach a shared perspective.
- B. Pause the conversation and work through the conflict in a private setting.
- C. Take a vote among people in the room and pursue the winning opinion.

Answer: A

Explanation:

The strategy designer should work through the conflict in the workshop to reach a shared perspective, rather than avoiding or suppressing it. This helps surface different opinions and perspectives, foster constructive dialogue, and align on common goals and criteria. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/navigate-conflict-in-a-workshop>

NEW QUESTION # 115

While conceptualizing a new footwear line, the design team gained feedback that both employees and consumers are seeking more sustainable products. Leaders need more rationale to justify the investment.

Which values-based design principle should be used to reinforce this feedback?

- A. Create products from recycled materials.
- B. Focus on creating enduring advantage
- C. Use energy from renewable resources.

Answer: A

Explanation:

The best values-based design principle to use to reinforce the feedback that both employees and consumers are seeking more sustainable products is to create products from recycled materials, as this helps reduce environmental impact, conserve resources, and demonstrate social responsibility. Using energy from renewable resources or focusing on creating enduring advantage may not be directly related to the product design.

NEW QUESTION # 116

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