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## Salesforce Certified Platform Strategy Designer Sample Questions (Q97-Q102):

### NEW QUESTION # 97

During the ideation stage, a Cloud Kicks team developed a low fidelity prototype to help the company hone its strategy. Which question should the strategy designer focus on next to ensure success?

- A. What are the assumptions about market conditions that would have to be true?
- B. What are the team's technical capabilities to deliver on the solution?
- C. What user experience success metrics should be included in the product?

**Answer: A**

Explanation:

After developing a prototype, it's crucial to examine the underlying assumptions about the market that need to hold true for the solution to succeed. This helps in identifying potential risks and validating the strategy's alignment with market realities, guiding further development and refinement.

### NEW QUESTION # 98

Poll results reveal consumers would like to be future-ready through more inclusive products and experiences. What should the strategy designer intentionally do to drive this outcome?

- A. Set customer acquisition targets for diverse audiences.
- B. Increase the design timeline.
- C. Design with exclusion experts.

**Answer: C**

Explanation:

Designing with exclusion experts means involving people who have been historically excluded or marginalized by existing products or services in the design process. This helps drive more inclusive outcomes by ensuring that the solutions meet the needs and preferences of diverse audiences. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/design-with-exclusion-experts>

### NEW QUESTION # 99

Cloud Kicks (CK) has developed a successful commerce solution for its customers in the health space on creation of an artificial intelligence (AI)-based recommendation engine. There are privacy concerns.

What should a strategy designer suggest that would provide a focus on AI concerns?

- A. Evaluate multiple AI vendors with commerce solutions that must be ethical.
- B. Create a focus group among internal stakeholders to advocate consideration of bias.
- C. Publish a publicly accessible set of ethical principles and guides

**Answer: C**

Explanation:

The best suggestion that would provide a focus on AI concerns for a company that develops an AI-based recommendation engine is to publish a publicly accessible set of ethical principles and guides, as this demonstrates transparency, accountability, and commitment to ethical AI practices. Creating a focus group among internal stakeholders or evaluating multiple AI vendors may not address the privacy concerns of the customers or the public.

### NEW QUESTION # 100

At a 15-person stakeholder workshop, the Cloud Kicks' design team shared three strategic opportunities and discussed the insights that led to them. They were well-received, and the leaders looked pleased. The design team then led a brainstorm on each opportunity.

What is the reason the strategy designer should recommend dot voting at this point?

- A. Dot voting is the fastest way to prioritize and make decisions.
- B. Dot voting lets everyone know what the leaders believe to be the right answers.
- C. Dot voting focuses conversation on a few ideas with the most importance to the group,

**Answer: C**

Explanation:

Dot voting is a democratic and quick way to gauge group consensus on the most valued ideas. It narrows down numerous ideas to those most critical to the group, facilitating focused discussions on priorities and driving alignment on strategic opportunities.

#### NEW QUESTION # 101

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

**Answer: A**

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 # 102

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