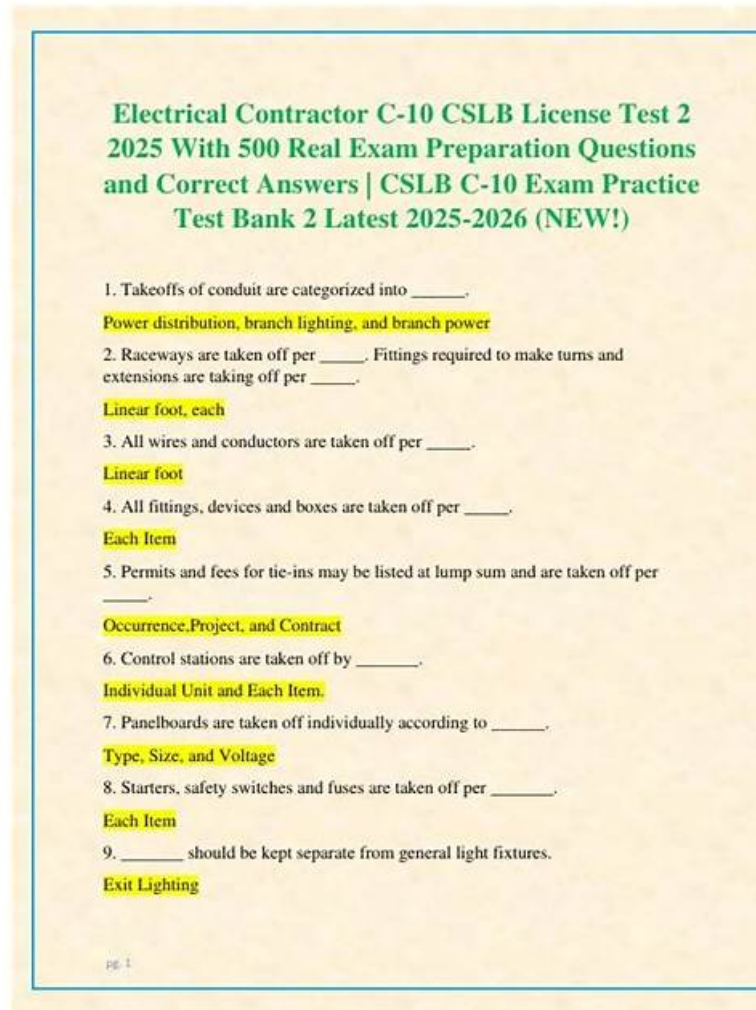


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Salesforce Certified Platform Strategy Designer Sample Questions (Q80-Q85):

NEW QUESTION # 80

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

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 # 81

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

Answer: C

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 # 82

In listening to its customer and influencers Cloud Kicks (CK) identifies a design opportunity to create a more sustainable sneaker. Which additional topics should CK consider before framing the design challenge as a How Might We question?

- **A. Potential market size and supply chain costs**
- B. Business drivers and signals of success
- C. Shareholder priorities and design team capabilities

Answer: A

Explanation:

The additional topics that Cloud Kicks should consider before framing the design challenge as a How Might We question are potential market size and supply chain costs, as these help evaluate the viability and feasibility of the design opportunity. Shareholder priorities and design team capabilities or business drivers and signals of success may not be relevant or important for framing the design challenge.

NEW QUESTION # 83

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

Answer: A

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 # 84

Cloud Kicks is excited about a new customer self-service initiative. Within the stakeholder team, a support manager has shared features they want to recreate from their previous; a product manager wants to implement new features that were not available in their previous system. There is a concern that conflicting demands may lead to organizational paralysis on the project. What should the strategy designer recommend to stakeholders to remediate risks?

- **A. Revisit customer research to inform internal prioritization.**
- B. Advise executive leadership to make the decision about priorities.
- C. Mop features between the two systems and let stakeholders prioritize.

Answer: A

Explanation:

Returning to customer research ensures that decisions are based on user needs and insights, which can help reconcile internal differences by focusing on what matters most to customers. This customer-centric approach can guide prioritization and reduce the risk of organizational paralysis by aligning features with user demands.

NEW QUESTION # 85

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