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Salesforce Certified Platform Strategy Designer Sample Questions (Q51-Q56):

NEW QUESTION # 51

A strategy designer is working with a product team to reach more diverse audiences.

How should the designer make a case for ensuring all future releases meet accessibility standards?

- A. Focus rationale on how refactoring later is more expensive.
- B. Evaluate competitors' accessibility standards.
- C. Plot accessibility standards against impact and difficulty.

Answer: C

Explanation:

Mapping out accessibility standards in terms of their impact on users and implementation difficulty provides a clear, strategic view of why meeting these standards is essential. This approach helps in prioritizing accessibility efforts based on their potential to enhance user experience and inclusivity, while also considering the practical aspects of integrating these standards into product development.

NEW QUESTION # 52

Cloud Kicks is making sustainability a new core value.

Which methodology should a strategy designer use to help stakeholders understand the impact of that decision on current products and services?

- **A. Business model canvas**
- B. Heuristics evaluation
- C. Corporate integrity workshop

Answer: A

Explanation:

A business model canvas is a methodology that a strategy designer should use to help stakeholders understand the impact of making sustainability a new core value on current products and services. A business model canvas is a tool that helps describe, design, and evaluate the key elements of a business model, such as value proposition, customer segments, revenue streams, cost structure, and key resources. It helps assess the desirability, viability, and feasibility of a product or service, and identify opportunities and risks for improvement or innovation. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-a-business-model-canvas>

NEW QUESTION # 53

Cloud Kicks learns that some website visitors, especially those who can't see high-contrast color palettes, do not convert into customers.

What should the strategy designer do to solve for this accessibility challenge?"

- A. Conduct an empathy workshop to understand the audience.
- B. Ideate marketing concepts to reach new audiences.
- **C. Invite users to co-create as accessibility experts.**

Answer: C

Explanation:

Inviting users to co-create as accessibility experts means involving users who have accessibility needs or challenges in the design process as collaborators and consultants. This helps solve for the accessibility challenge by ensuring that the design meets the standards and expectations of the target audience. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/invite-users-to-co-create-as-accessibility-experts>

NEW QUESTION # 54

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

Answer: A

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 # 55

A health and wellness company wants to create a 10-year vision for its business. Which external context for innovation is the least risky trend to influence the company's strategy?

- A. Market shift: The stability of the economy and consumers buying power in the next 10 years
- B. Demographic shift: Number of affluent and educated young professionals in the U.S. in the next
- C. Perception shift: Feelings toward the efficacy of wellness products in the next 10 years

Answer: C

Explanation:

The least risky trend to influence the company's strategy for a health and wellness company that wants to create a 10-year vision for its business is perception shift: feelings toward the efficacy of wellness products in the next 10 years, as this is more likely to be stable and predictable than market shift or demographic shift, which are more volatile and uncertain.

NEW QUESTION # 56

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