

# Certified-Strategy-Designer専門試験 & Certified-Strategy-Designer合格記



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## Salesforce Certified-Strategy-Designer 認定試験の出題範囲：

トピック	出題範囲
トピック 1	<ul style="list-style-type: none"><li>Tools and Artifacts: It focuses on high-level Salesforce capabilities, methods of co-creation, and the criteria for feasibility, desirability, and viability.</li></ul>
トピック 2	<ul style="list-style-type: none"><li>Value Design: This topic covers an effective challenge statement, the internal dynamics of the organization, the key external context for innovation, and strategic directions.</li></ul>
トピック 3	<ul style="list-style-type: none"><li>Leveraging Adjacent Roles</li><li>Skills: It is all about knowledge and skill infusions that are needed to create a vision, different technical and business capabilities, and a roadmap for implementation.</li></ul>
トピック 4	<ul style="list-style-type: none"><li>Intangible Deliverables: The topic includes sub-topics about key relationships that are essential for solving the challenge statement, the best presentation techniques for communicating a vision, and the tools for productive cross-discipline collaboration.</li></ul>

>> Certified-Strategy-Designer専門試験 <<

## Certified-Strategy-Designer合格記、Certified-Strategy-Designer日本語関連対策

弊社のCertified-Strategy-Designer問題集はIT業界で有名で、ブランドになっています。Certified-Strategy-Designer問題集はすごく人気がある商品で、どこでも広告を掲載する必要がないです。従って、多くの受験者は弊社のCertified-Strategy-Designer問題集を選びました。なぜ彼らがCertified-Strategy-Designer問題集を選ぶかというと、弊社のCertified-Strategy-Designer問題集は高品質で、便利で、勉強しやすいからです。弊社のCertified-Strategy-

Designer問題集を買う人は全部Certified-Strategy-Designer試験にいい成績で合格しました。

## Salesforce Certified Strategy Designer Exam 認定 Certified-Strategy-Designer 試験問題 (Q19-Q24):

### 質問 # 19

Cloud Kicks (CK) set a goal to improve the sustainability of its business in the coming year. A strategy designer on CK's team knows the importance of pushing for environmental impact in their latest designs.

What should they do to prepare to measure progress toward this goal?

- A. Only interview customers who value environmentalism to uncover needs from CK's desired customer base of ethical consumers.
- **B. Create a journey map that extends into pre-purchase and post-use disposal to uncover unseen impacts of the product's lifecycle.**
- C. Schedule a workshop with key product stakeholders to brainstorm "how might this new product be more sustainable

正解: B

解説:

The strategy designer should create a journey map that extends into pre-purchase and post-use disposal to uncover unseen impacts of the product's lifecycle, to prepare to measure progress toward the goal of improving the sustainability of the business. This helps identify the environmental touchpoints and opportunities for improvement across the entire customer journey, not just during the use phase. References:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/conduct>

### 質問 # 20

A pilot program for drone-delivered footwear reveals that while customers like the idea of this service, the cost of delivering it outweighs the price customers are willing to pay.

Which criterion is not being met?

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

正解: C

解説:

Explanation

Viability is the criterion that is not being met by the pilot program for drone-delivered footwear. Viability refers to how profitable or sustainable a product or service is, given the market demand and cost structure. It can be measured by comparing the revenue and expenses of the product or service, and assessing the return on investment or break-even point. References:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-a>

### 質問 # 21

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

正解: B

解説:

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.

### 質問 # 22

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. Define
- B. Deploy
- C. Prototype

正解: A

解説:

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. Reference:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-jobs-to-be-done>

### 質問 # 23

Cloud Kicks wants to start providing coupons to its digital consumers.

In addition to Marketing Cloud, which product should be recommended?

- A. Service Cloud
- B. B2C Commerce
- C. Revenue Cloud

正解: B

解説:

B2C Commerce is a Salesforce product that helps businesses create engaging and personalized online shopping experiences for their customers. It integrates with Marketing Cloud to enable coupon management, promotion tracking, and customer segmentation.

Reference: <https://www.salesforce.com/products/commerce-cloud/b2c-commerce/>

### 質問 # 24

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一般的には、あなたは多くの時間と精力を利用してCertified-Strategy-Designer試験を準備する必要があります。悩んでいるなら、弊社のCertified-Strategy-Designer資料を利用して、あなたは試験に関する情報を了解することができます。我々の問題集の的中率は高いですから、Pass4Testの資料を利用して試験を準備して、あなたの学習効率を高めることができます。

**Certified-Strategy-Designer合格記:** <https://www.pass4test.jp/Certified-Strategy-Designer.html>

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