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Salesforce Certified Platform Strategy Designer Sample Questions (Q117-Q122):

NEW QUESTION # 117

An insurance company has a calc banding process that involves multiple team members, different departments, and many disparate systems Which Salesforce automation tool should a strategy designer recommend to improve business process efficiency?

- A. MuleSoft
- B. Financial
- C. Services Cloud

Answer: A

Explanation:

The best Salesforce automation tool to recommend to improve business process efficiency for an insurance company that has a complex underwriting process is MuleSoft, as this helps integrate and orchestrate data and applications across different systems and platforms. Financial Services Cloud or Service Cloud may not be able to automate the underwriting process effectively.

NEW QUESTION # 118

A job listing company has launched a campaign around the adoption of its social app for professional networking. What should the team measure to gain the most trustworthy perspective and discourage artificially increasing (or "hacking") the company success metrics?

- A. New connections made between users
- B. New account activations
- C. Number of times a user opens the app per day

Answer: A

Explanation:

The best way to measure the success of a social app for professional networking is to track the new connections made between users, as this reflects the value proposition and user engagement of the app. Measuring the number of times a user opens the app per day or the new account activations may not capture the true impact of the app, as users may open the app without interacting with others or create accounts without using them.

NEW QUESTION # 119

Cloud Kicks wants to design a new line of service and has decided to conduct a Consequence Scanning workshop to assess the planned service development roadmap.

Which types of outcomes should result from a Consequence Scanning workshop?"

- A. Issues to act on, influence, or monitor
- B. Issues to stop, start, or continue
- C. Issues to accept, object., or withhold

Answer: A

Explanation:

A Consequence Scanning workshop is a method that helps assess the potential positive and negative impacts of a planned service or product on different stakeholders and scenarios. The outcomes of this workshop are issues to act on, influence, or monitor, which help prioritize actions and mitigate risks. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/conduct-a-consequence-scanning-workshop>

NEW QUESTION # 120

The design team at Cloud Kicks is in the early stages of exploring an idea for a wearable device to track customers activity during workouts.

They employ footwear designers and manufacturing experts, but they lack an engineer experienced in consumer hardware, What should the strategy designer do to determine whether or not to pursue this product idea?

- A. Perform secondary research on common hardware issues.
- B. Hire an engineer with experience in consumer devices.
- C. Conduct an expert interview in consumer device engineering.

Answer: C

Explanation:

The strategy designer should conduct an expert interview in consumer device engineering to determine whether or not to pursue this product idea. An expert interview is a way to gather information and insights from someone who has specialized knowledge or experience in a relevant domain. It can help validate assumptions, identify risks, and explore opportunities for innovation. Performing secondary research may not provide enough depth or specificity for this product idea. Hiring an engineer may be premature and costly at this stage.

NEW QUESTION # 121

A strategy designer is presenting their new service vision to an executive audience. What should the designer include in the executive summary to meet the audience needs?

- A. A detailed report of the data that informed the new vision
- **B. A plan description including who needs to act and what they need to do**
- C. The different options explored in the process of designing this vision

Answer: B

Explanation:

The best thing to include in the executive summary when presenting a new service vision to an executive audience is a plan description including who needs to act and what they need to do, as this provides a clear and concise overview of the vision and its implementation. A detailed report of the data that informed the new vision or the different options explored in the process of designing this vision may not be relevant or interesting for an executive audience.

NEW QUESTION # 122

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