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Salesforce Certified Platform Strategy Designer Sample Questions (Q44-Q49):

NEW QUESTION # 44

A strategy designer wants to make a case to executive stakeholders to target a new, saturated market with the purpose of increasing

new customer acquisition.

Which approach should the designer focus on?

- A. Make a presentation on design best practices and have industry experts speak on new market
- **B. Restate business goals and show how design could be used to de-risk exploration of this**
- C. Create a clickable high fidelity prototype to assess feasibility and perform user research on

Answer: B

Explanation:

The approach that the designer should focus on is to restate business goals and show how design could be used to de-risk exploration of this opportunity. This approach can help the designer align the new product vision with the executive stakeholders' expectations, needs, and priorities, and demonstrate how design methods and tools can help validate assumptions, identify risks, and test solutions in a saturated market. Making a presentation on design best practices or creating a clickable high fidelity prototype may not be enough to convince the executive stakeholders of the value proposition and feasibility of targeting a new market.

NEW QUESTION # 45

A fitness company is starting a service that combines data from connected weights with virtual coaching. The company is about to start a new innovation sprint with the following challenge statement: "How might we empower people who are new to fitness to increase their strength?" Which metrics should be used to measure the success of the initiative?

- A. Increase in user referrals and net promoter score (NPS) rating
- B. New user activations and connected weight sales
- **C. Increase in new user activity and connected weight utilization**

Answer: C

Explanation:

The metrics that should be used to measure the success of the initiative are increase in new user activity and connected weight utilization. These metrics are aligned with the challenge statement of empowering people who are new to fitness to increase their strength, as they indicate engagement and retention of the target audience.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/measure-the-success-of-the-initiative>

NEW QUESTION # 46

Cloud Kicks (CK) is interested in collecting data passively from customers while they are exercising in the company's latest tours plans to collect heart rate and activity levels and then overlay this data with self-reported weight, age, and health behavior information to provide fitness recommendations. What should a strategy designer recommend before CK commits to this project?

- A. Global Trend Analysis
- B. User Acceptance Testing
- **C. Consequence Scanning Workshop**

Answer: C

Explanation:

A strategy designer should recommend a Consequence Scanning workshop before CK commits to this project. A Consequence Scanning workshop is a method to identify and mitigate potential negative consequences of a product or service, such as privacy, security, or social issues. It involves mapping out the intended and unintended outcomes of the product or service, assessing their likelihood and severity, and devising actions to prevent or reduce harm. User Acceptance Testing or Global Trend Analysis may provide some insights, but they do not address the ethical implications in a systematic and proactive way.

NEW QUESTION # 47

A strategy designer has noticed that stakeholder perspectives often take a features-first mindset when discussing the problem space and user insights.

Which co-creation approach should help stakeholders shift to a users-first mindset before discussing solutions?

- A. Prioritization Workshop

- B. Process Mapping Workshop
- **C. Empathy Workshop**

Answer: C

Explanation:

An empathy workshop is a co-creation approach that should help stakeholders shift to a users-first mindset before discussing solutions. An empathy workshop is a method that involves engaging stakeholders in activities that help them understand and empathize with the users' needs, goals, pain points, and emotions. It helps foster a human-centered perspective and mindset among stakeholders, and inspire them to generate ideas that address the users' problems or desires.

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/facilitate-an-empathy-workshop>

NEW QUESTION # 48

A newly formed design team at Cloud Kicks is concerned their work will suffer if they are not better aligned. Which tool should a strategy designer recommend for the team to begin alignment?

- A. Consequence Scanning workshop
- B. Brainstorm
- **C. Team agreement**

Answer: C

Explanation:

A team agreement is a tool that a strategy designer can recommend for the team to begin alignment. It is a document that defines the team's purpose, values, norms, roles, and expectations. It helps create a shared understanding and commitment among team members and foster a positive and productive team culture. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/create-a-team-agreement>

NEW QUESTION # 49

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