

Salesforce Plat-UX-102 Certification Exam - Exam Plat-UX-102 Pattern



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Salesforce Certified Platform Strategy Designer Sample Questions (Q108-Q113):

NEW QUESTION # 108

A strategy designer is working on a project with budget constraints. Many of the variables and decisions are unclear in the early stages of design. What should be their approach in terms of bringing skills and talent?

- A. Staff heavily from the development phase until they go to market phase.
- **B. Bring in team members with strong problem solving skills.**
- C. Define additional leads for each functional area.

Answer: B

Explanation:

The best approach in terms of bringing skills and talent for a project with budget constraints and unclear variables and decisions is to bring in team members with strong problem solving skills, as this helps tackle ambiguity and uncertainty, and generate creative and effective solutions. Defining additional leads for each functional area or staffing heavily from the development phase may not be feasible or optimal for the project.

NEW QUESTION # 109

Cloud Kicks has expanded its business recently by offering customizable footwear and the ability to price by customer. Along with Sales Cloud, they are looking into additional product options that would help sales reps configure their orders easily. Which Salesforce product should be considered for this business need?

- A. Marketing Cloud
- **B. Revenue Cloud**
- C. Commerce Cloud

Answer: B

Explanation:

Revenue Cloud is a Salesforce product that should be considered for this business need. It helps sales reps configure their orders easily by providing guided selling, dynamic pricing, contract management, billing automation, and revenue recognition features. It integrates with Sales Cloud to enable seamless quote-to-cash processes. <https://www.salesforce.com/products/revenue-cloud/overview/>

NEW QUESTION # 110

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"

Answer: B

Explanation:

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

NEW QUESTION # 111

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

Answer: C

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 # 112

Cloud Kicks would like to use a business model canvas to evaluate the desirability, viability, and feasibility of a new service and identify a business model that will justify pursuing the idea.

Which part of the business model canvas represents desirability?

- A. Value proposition
- B. Customer segments
- C. Key activities

Answer: A

Explanation:

The value proposition is the part of the business model canvas that represents desirability. It describes the value that the product or service offers to the customer segments, and how it solves their problems or satisfies their needs.

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

NEW QUESTION # 113

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