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Salesforce Certified-Strategy-Designer Exam Syllabus Topics:

Topic	Details
Topic 1	• Leveraging Adjacent Roles • 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.

Topic 2	• 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.
Topic 3	• Tools and Artifacts: It focuses on high-level Salesforce capabilities, methods of co-creation, and the criteria for feasibility, desirability, and viability.
Topic 4	• Value Design: This topic covers an effective challenge statement, the internal dynamics of the organization, the key external context for innovation, and strategic directions.

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Salesforce Certified Strategy Designer Exam Sample Questions (Q61-Q66):

NEW QUESTION # 61
The design team at Cloud Kicks is making the case for analogous research as part of the design process for a brand new experience.
What should analogous research help them accomplish?

- A. Generate unexpected ideas and increase empathy.
- B. Bring fun into an otherwise boring project.
- C. Explain a complex strategy to varied stakeholders.

Answer: A

Explanation:
Explanation
Analogous research is a type of research that involves looking at examples from other domains or industries that have similar challenges or goals as the design project. It helps generate unexpected ideas and increase empathy by exposing the design team to different perspectives and solutions. References:
https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/conduct

NEW QUESTION # 62
Cloud Kicks wants to improve its digital commerce experience because it is losing prominence in the market. What should a strategy designer rely on to get stakeholder buy-in for a redesign?

- A. Wireframes and a total addressable market (TAM) calculation
- B. Inspiring graphics and personas
- C. Research findings and a competitive analysis.

Answer: C

Explanation:
The best thing to rely on to get stakeholder buy-in for a redesign of digital commerce experience is research findings and a competitive analysis, as this helps demonstrate the user needs and pain points, and the market opportunities and threats. Wireframes and a total addressable market calculation or inspiring graphics and personas may not be persuasive or comprehensive enough for stakeholder buy-in.

NEW QUESTION # 63

Cloud Kicks (CK) has developed a successful commerce solution for its customers in the health space o creation of an artificial intelligence (AI)-based recommendation engine. There are privacy concerns.

What should a strategy designer suggest that would provide a focus on AI concerns?

- A. Create a focus group among internal stakeholders to advocate consideration of bias.
- B. Publish a publicly accessible set of ethical principles and guides
- C. Evaluate multiple AI vendors with commerce solutions that must be ethical.

Answer: B

Explanation:

The best suggestion that would provide a focus on AI concerns for a company that develops an AI-based recommendation engine is to publish a publicly accessible set of ethical principles and guides, as this demonstrates transparency, accountability, and commitment to ethical AI practices. Creating a focus group among internal stakeholders or evaluating multiple AI vendors may not address the privacy concerns of the customers or the public.

NEW QUESTION # 64

At a project kickoff, a stakeholder shared the hypothesis that the price point was the reason their product was failing in the market. But when the design team conducted qualitative research, they learned that customers wanted an entirely different type of product. How should the design team present this information knowing they would challenge a stakeholder's hypothesis?

- A. In an insights workshop with plenty of time for group discussion
- B. In a walking deck with video clips from research sessions
- C. In a 'How Might We" statement to encourage new ideas

Answer: A

Explanation:

The design team should present the information that challenges a stakeholder's hypothesis in an insights workshop with plenty of time for group discussion. This helps create a safe and collaborative space where the stakeholder can ask questions, share feedback, and understand the research findings and implications. Reference: https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/present-insights-to-stakeholders

NEW QUESTION # 65

Cloud Kicks (CK) is committed to making its new Commerce Cloud accessible to everyone.
Which consideration should CK make when delivering this solution?

- A. Accessibility needs to be integrated throughout the entire project lifecycle.
- B. Adequate accessibility measures make usability testing redundant.
- C. Integrated accessibility evaluation methodologies are not helpful in this context.

Answer: A

Explanation:

The consideration that CK should make when delivering this solution is that accessibility needs to be integrated throughout the entire project lifecycle. Accessibility refers to the design and development of products or services that are usable by everyone, regardless of their abilities or disabilities. Accessibility needs to be considered and incorporated from the beginning to the end of the project, not as an afterthought or a separate process. This helps ensure that the solution meets the standards and guidelines for accessibility, and provides a positive and inclusive experience for all users. Reference: https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/integrate-accessibility-throughout-the-entire-project-lifecycle

NEW QUESTION # 66

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