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Topic	Details
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Topic 2	<ul style="list-style-type: none"> • 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 3	<ul style="list-style-type: none"> • 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 4	<ul style="list-style-type: none"> • 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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Certified-Strategy-Designer Latest Exam Questions - Certified-Strategy-Designer Exam Outline

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Salesforce Certified Strategy Designer Exam Sample Questions (Q82-Q87):

NEW QUESTION # 82

Cloud Kicks customers have publicly challenged the company to use its market-leading position as an ethical force for good in social change. What is one way the company can embed ethical use principles into its day to day work?

- **A. Consequence Scanning**
- B. Quantitative Research
- C. Journey Mapping

Answer: A

Explanation:

One way the company can embed ethical use principles into its day to day work is by using Consequence Scanning, which is an agile practice that fits within an iterative development cycle and allows organizations to consider the potential consequences of their product or service on people, communities, and the planet.

Consequence Scanning helps identify and mitigate potential harms or risks, and align the product or service with the organization's values and culture. Quantitative research or journey mapping may not be sufficient or effective for embedding ethical use principles.

NEW QUESTION # 83

Cloud Kicks (CK) wants to prototype and test the value proposition for a potential new business venture.

When gathering customer feedback on the prototype, which question should CK seek answers to when determining if the business model is viable?

- A. How would customers improve the experience?
- B. Would customers recommend this to a friend?
- **C. What are customers willing to pay?**

Answer: C

Explanation:

Explanation

The question that CK should seek answers to when determining if the business model is viable is what are customers willing to pay?

This question helps evaluate the value proposition and revenue streams of the new service, and whether customers perceive the

service as worth paying for. References:

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

NEW QUESTION # 84

A cross disciplinary team is starting a new design initiative for Cloud Kicks, and the strategy designer is leading the effort. What is one way to increase the team's psychological safety to encourage productive collaboration?

- **A. Ask everyone to share a personal experience.**
- B. Ask everyone to introduce themselves via title and greatest success
- C. Ask everyone their expected level of project involvement.

Answer: A

Explanation:

One way to increase the team's psychological safety to encourage productive collaboration is to ask everyone to share a personal experience, as this helps build trust, empathy, and rapport among team members. Asking everyone their expected level of project involvement or introducing themselves via title and greatest success may not foster psychological safety, as they may create hierarchy, pressure, or competition.

NEW QUESTION # 85

A strategy designer creates a bridge from the project vision to product development through prioritization. Which factor should be considered to minimize cost and maximize value?

- A. Usability
- **B. Effort**
- C. Velocity

Answer: B

Explanation:

Explanation

Effort is a factor that should be considered to minimize cost and maximize value when prioritizing ideas or features. Effort refers to the amount of time, resources, or complexity required to implement a solution. It helps estimate the cost-benefit ratio of each solution, and select the ones that deliver the most value with the least effort.

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

NEW QUESTION # 86

Cloud Kicks is going to conduct research with users of products to better understand their needs.

What are some safeguards that should be put in place to ensure the research is conducted ethically?

- A. A customer journey map, research scenario, and a RAID log
- B. A hypothesis, project plan, and financial reimbursement for users
- **C. A code of conduct, ethics training, and a research data handling policy**

Answer: C

Explanation:

Some safeguards that should be put in place to ensure the research is conducted ethically are a code of conduct, ethics training, and a research data handling policy. A code of conduct is a set of principles and guidelines that define ethical behavior and expectations for researchers and participants. Ethics training is a way to educate researchers on ethical issues and best practices in conducting research. A research data handling policy is a document that specifies how research data will be collected, stored, accessed, shared, analyzed, and disposed of in a secure and compliant manner. A customer journey map, research scenario, and a RAID log are tools for planning and documenting research activities, but they do not address ethical issues.

A hypothesis, project plan, and financial reimbursement for users are elements of research design and execution, but they do not ensure ethical conduct.

NEW QUESTION # 87

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