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Salesforce is a cloud-based customer relationship management (CRM) system that helps businesses manage their sales, marketing, and customer service operations. The Salesforce platform offers a wide range of tools and features that can be customized to meet the specific needs of a business. One of the most powerful tools in the Salesforce platform is the Strategy-Designer, which is a visual tool that helps businesses design and implement their strategic plans. The Salesforce Certified Strategy Designer exam is designed to test an individual's knowledge and skills in using the Strategy-Designer tool to help businesses achieve their strategic goals.

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Salesforce Certified Strategy Designer Sample Questions (Q173-Q178):

NEW QUESTION # 173

During the Framing and Scoping process, which of the following is the last step for researchers to undertake?

- A. Create a project plan
- B. Articulate the opportunity for design
- C. Identify measures of success and potential risk
- D. Understand the need
- E. Establish the problem-solving approach

Answer: C

NEW QUESTION # 174

Following Salesforce's best practices for A/B UX Testing, should a version of the A/B test be the control version? That is, the website, app or page as it is, without adding any changes?

- A. No
- B. Yes

Answer: B

NEW QUESTION # 175

Is it a good practice to create a system diagram to visualize current and future features integrated with Salesforce?

- A. No
- B. Yes

Answer: B

NEW QUESTION # 176

Interviews should be used for the Idea Generation phase fo the Strategy Design Research.

- A. FALSE
- B. FALSE

Answer: A

NEW QUESTION # 177

How does a V2MOM statement help a company and a team?

- A. It improves alignment across the org.
- B. It makes sure all people involved have the same values.
- C. It helps to determine hiring policies to face the obstacles.

Answer: A

NEW QUESTION # 178

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