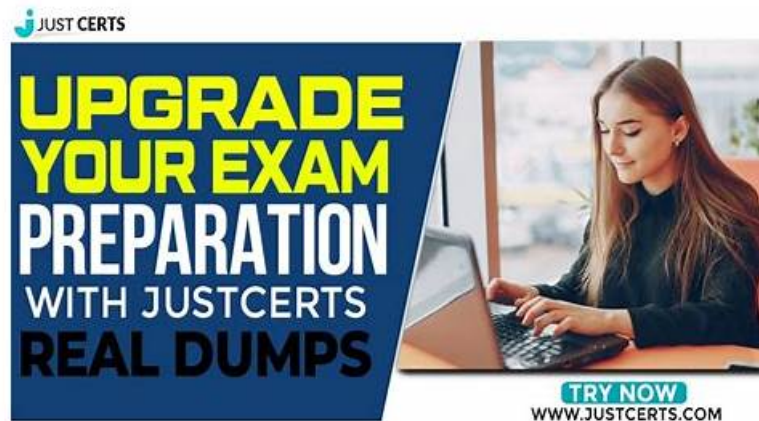


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Salesforce Certified Strategy Designer Exam Sample Questions (Q123-Q128):

NEW QUESTION # 123

Cloud Kicks' sales team is reporting an increased rate of churn. The Support team is frequently bombarded with customer requests for less complicated user experience. The development team sees the risk in changing a mature product. What should a strategy designer recommend to help create alignment between the team?

- A. Define acceptance criteria and acceptance testing to validate intended outcomes.
- B. Create a prioritized product roadmap to ensure future releases address known challenges.
- C. Share stories from customer reach to create a common understanding of challenges.

Answer: C

Explanation:

The best recommendation to help create alignment between the team is to share stories from customer research to create a common

understanding of challenges, as this helps empathize with the customer pain points and needs and foster a user-centric mindset. Creating a prioritized product roadmap or defining acceptance criteria and testing may not address the root cause of the misalignment or the complexity of the user experience.

NEW QUESTION # 124

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 # 125

A strategy designer is kicking off a project to reimagine the high-end private banking experience for a financial services company.

What should they do to learn about the unique expectations of the company's customers?

- A. Send a survey to all stakeholders about their banking app attitudes, preferences, and desires.
- B. Share prototypes of different interface directions with 100 people who regularly use their bank's app.
- **C. Interview 8-10 customers about how banking fits into their lives and their ideal relationship with their bank.**

Answer: C

Explanation:

Explanation

Interviewing 8-10 customers about how banking fits into their lives and their ideal relationship with their bank is the best way to learn about the unique expectations of the company's customers. This method provides qualitative and contextual insights into the customers' needs, goals, pain points, and emotions. References:

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

NEW QUESTION # 126

A strategy designer is presenting their new service vision to an executive audience What should the designer include in the executive summary to meet the audience needs?

- A. The different options explored in the process of designing this vision
- B. A detailed report of the data that informed the new vision
- **C. A plan description including who needs to act and what they need to do**

Answer: C

Explanation:

Explanation

The best thing to include in the executive summary when presenting a new service vision to an executive audience is a plan description including who needs to act and what they need to do, as this provides a clear and concise overview of the vision and its implementation. A detailed report of the data that informed the new vision or the different options explored in the process of designing this vision may not be relevant or interesting for an executive audience.

NEW QUESTION # 127

A strategy designer is teaching a marketing team how to use the How Might We format for challenge framing. What is the reason the statement should say "How might we" instead of "How will we"?

- A. Marketing teams do not have the responsibility to drive design challenges.
- B. "Will" assumes the problem can be solved without due diligence.
- C. It allows the team to explore solutions without committing to one right away.

Answer: C

Explanation:

The How Might We format for challenge framing uses the word "might" instead of "will" because it implies a sense of possibility and curiosity, rather than certainty or obligation. It allows the team to explore solutions without committing to one right away, which encourages creativity and experimentation. Reference: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/frame-challenges-with-how-might-we-statements>

NEW QUESTION # 128

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