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Salesforce Certified Platform Strategy Designer Sample Questions (Q95-Q100):

NEW QUESTION # 95

A strategy designer proposes a multi-step strategy to reach the ultimate goal of making Cloud Kicks a net-zero company. The first step includes analyzing emissions and integrating data-driven insights into operational planning to reduce the carbon footprint of logistics. Each subsequent step builds on prior work and increases measurable progress until the goal is reached.

Which tool should the designer use to connect short-term efforts with long-term impact goals?

- A. Service blueprint
- **B. Impact ladder**
- C. Project plan

Answer: B

Explanation:

An impact ladder is a strategic tool used to map out the connection between short-term actions and long-term goals. It helps in visualizing how initial steps, such as reducing emissions in logistics, contribute to the overarching objective of achieving net-zero status, ensuring that each phase of the strategy builds towards the ultimate goal.

NEW QUESTION # 96

Cloud Kicks (CK) is committed to making its new Commerce Cloud accessible to everyone.

Which consideration should CK make when delivering this solution?

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

Answer: B

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. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/integrate-accessibility-throughout-the-entire-project-lifecycle>

NEW QUESTION # 97

Cloud Kicks (CK) has just added sustainability as a corporate value. CK has assigned a strategy designer to partner with the manufacturing team to look for opportunities to improve on its sustainability goals. What should the designer do to build and rationalize a case with this new team?

- A. Meet with the manufacturing team and give them feasible solutions.
- **B. Analyze internal systems through the lens of environmental risk.**
- C. Present research on climate change to the manufacturing team

Answer: B

Explanation:

The best way to build and rationalize a case with a new team on sustainability goals is to analyze internal systems through the lens of environmental risk, as this helps identify opportunities and challenges for improvement and aligns with the corporate value of sustainability. Meeting with the team and giving them feasible solutions or presenting research on climate change may not be persuasive or relevant enough for the team.

NEW QUESTION # 98

Executive stakeholders have a variety of projects they want to bring to the market across multiple priorities. What is the most effective way a strategy designer could influence the stakeholders?

- **A. Orient around outcomes that matter to stakeholders.**
- B. Create teambuilding events with stakeholders to build trust.
- C. Invite stakeholders as optional to all design team reviews.

Answer: A

Explanation:

The most effective way a strategy designer could influence the stakeholders is to orient around outcomes that matter to them, such as business value, customer satisfaction, or social impact. This helps align the strategy with the stakeholders' vision and priorities, and demonstrate the benefits and trade-offs of different solutions. <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/influence-stakeholders-with-outcomes>

NEW QUESTION # 99

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

Answer: C

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/>

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