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Salesforce Certified Strategy Designer Exam Sample Questions (Q110-Q115):

NEW QUESTION # 110
A strategy designer is facilitating a prioritization workshop, and there are strong differing opinions about the right solutions to the challenge.
What should the designer do?

- A. Take a vote among people in the room and pursue the winning opinion.
- B. Work through the conflict in the workshop to reach a shared perspective.
- C. Pause the conversation and work through the conflict in a private setting.

Answer: B

Explanation:
Explanation
The strategy designer should work through the conflict in the workshop to reach a shared perspective, rather than avoiding or suppressing it. This helps surface different opinions and perspectives, foster constructive dialogue, and align on common goals and

criteria. References:

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

NEW QUESTION # 111

Customer service surveys and user feedback reveal Cloud Kicks' users desire new features on the sales platform How should the strategy designer collaborate with the UX designer to ensure those features are both viable and feasible?

- A. Identify user quotes to make the case.
- B. Align design implications to business goals.
- C. Co-create a journey map with users

Answer: B

Explanation:
Explanation
The best way to collaborate with the UX designer to ensure that new features on the sales platform are both viable and feasible is to align design implications to business goals, as this helps justify the value proposition and return on investment of the new features. Co-creating a journey map with users or identifying user quotes may not address the viability or feasibility aspects of the new features.

NEW QUESTION # 112

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 # 113

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

Answer: A

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 # 114

A job listing company has launched a campaign around the adoption of its social app for professional networking.

What should the team measure to gain the most trustworthy perspective and discourage artificially increasing (or "hacking") the company success metrics?

- **A. New connections made between users**
- B. Number of times a user opens the app per day
- C. New account activations

Answer: A

Explanation:
The best way to measure the success of a social app for professional networking is to track the new connections made between users, as this reflects the value proposition and user engagement of the app.
Measuring the number of times a user opens the app per day or the new account activations may not capture the true impact of the app, as users may open the app without interacting with others or create accounts without using them.

NEW QUESTION # 115
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