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Salesforce Certified-Strategy-Designer Exam Syllabus Topics:

Topic	Details
Topic 1	<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 2	<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 3	<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.
Topic 4	<ul style="list-style-type: none"> Tools and Artifacts: It focuses on high-level Salesforce capabilities, methods of co-creation, and the criteria for feasibility, desirability, and viability.

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Salesforce Certified Strategy Designer Exam Sample Questions (Q70-Q75):

NEW QUESTION # 70

Cloud Kicks wants to design a new line of service and has decided to conduct a Consequence Scanning workshop to assess the planned service development roadmap.

Which types of outcomes should result from a Consequence Scanning workshop?

- A. Issues to act on, influence, or monitor**
- B. Issues to accept, object., or withhold
- C. Issues to stop, start, or continue

Answer: A

Explanation:

A Consequence Scanning workshop is a method that helps assess the potential positive and negative impacts of a planned service or product on different stakeholders and scenarios. The outcomes of this workshop are issues to act on, influence, or monitor, which help prioritize actions and mitigate risks. Reference: <https://trailhead.salesforce.com/en/content/learn/modules/salesforce-strategy-designer-certification-prep/conduct-a-consequence-scanning-workshop>

NEW QUESTION # 71

Cloud Kicks (CK) wants to make sure its customers understand the ion between its prod and its goal of sustainable manufacturing. CK initiates a project to integrate sustainable messaging into its commerce experience, What should the strategy designer use to ensure the new sustainability messaging is desirable to customers?

- A. Journey mapping
- B. Content strategy
- C. Customer interviews**

Answer: C

Explanation:

Conducting customer interviews is a direct and effective method to ensure that sustainability messaging resonates with customers. Through these conversations, the strategy designer can gather insights into customer values and preferences, guiding the development of messaging that aligns with customer expectations and enhances the desirability of the brand's commitment to sustainable practices.

NEW QUESTION # 72

A start-up specializing in healthcare is beginning the research and development phases for an application intended for patients and doctors. The strategy designer wants to help both audiences evaluate and prioritize ideas, opportunities, and features toward a shared understanding of a new patient experience.

Which tool should be used to facilitate and share this vision?"

- A. Storyboard
- B. Cross-functional survey
- C. Creative brief

Answer: A

Explanation:

A storyboard is a tool that should be used to facilitate and share the vision of a new patient experience. A storyboard is a visual narrative that illustrates the user's journey with a product or service, using sketches, images, or text. It helps communicate the value proposition and key features of the solution, and how it addresses the user's needs and goals. Reference:

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

NEW QUESTION # 73

A strategy designer leads a new UX project and needs to align with stakeholders who have varying degrees of interest and influences the project. The designer wants to understand each stakeholder's potential negative and positive impacts on the project. Which tactic should be used?

- A. Stakeholder Analysis
- B. Stakeholder Focus Group
- C. Stakeholder KPIs

Answer: A

Explanation:

Explanation

The best tactic to understand the potential impacts of stakeholders on a project is stakeholder analysis, which is a systematic way of identifying and assessing the interests, expectations, and influences of various stakeholders. A stakeholder focus group or stakeholder KPIs may not capture the full spectrum of stakeholder perspectives and impacts.

NEW QUESTION # 74

At a project kickoff, a stakeholder shared the hypothesis that the price point was the reason their product was failing in the market. But when the design team conducted qualitative research, they learned that customers wanted an entirely different type of product. How should the design team present this information knowing they would challenge a stakeholder's hypothesis?

- A. In an insights workshop with plenty of time for group discussion
- B. In a 'How Might We" statement to encourage new ideas
- C. In a walking deck with video clips from research sessions

Answer: A

Explanation:

Explanation

The design team should present the information that challenges a stakeholder's hypothesis in an insights workshop with plenty of time for group discussion. This helps create a safe and collaborative space where the stakeholder can ask questions, share feedback, and understand the research findings and implications.

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

NEW QUESTION # 75

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