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# SAP Certified Associate - Design Thinking Sample Questions (Q23-Q28):

## **NEW QUESTION #23**

Where is the focus and starting point when working on a Design Thinking challenge?

- A. Technical feasibility
- B. Human values
- C. Intuitive product features
- D. Business viability

#### Answer: B

## **NEW QUESTION #24**

What is the correct sequence of phases for the Design Thinking process? Note: There is 1 correct answer to this question.

- A. Scoping Research Synthesis
- B. Preparation Scoping Research
- C. Scoping Synthesis Research.
- D. Preparation Research Scoping

#### Answer: B

#### Explanation:

The Design Thinking process follows a structured sequence of phases to ensure a systematic approach to problem-solving. Here's why the correct answer is D:

\* Why this is incorrect: While scoping, research, and synthesis are important phases, their sequence is incorrect. Synthesis typically follows research, not scoping, as it involves analyzing and organizing insights to define the problem.

#### **NEW QUESTION #25**

Which of the following techniques are structured ideation techniques?

Note: There are 2 correct answers to this question.

- A. Persona
- B. Multiplication
- C. Remember the Future
- D. Blue Ocean REICC

Answer: B,D

#### **NEW QUESTION #26**

What are activities during the 360° research phase? Note: There are 2 correct answers to this question.

- A. Business plan research
- B. Adjacent research.
- C. Point-of-view research
- D. Analogous research

#### Answer: B,D

# Explanation:

The 360° research phase in SAP Design Thinking involves exploring a wide range of perspectives and contexts to gain a comprehensive understanding of the problem space. Here's why the correct answers are B and D:

- \* Analogous research (B):Analogous research involves studying situations or industries that are unrelated to the current challenge but share similar dynamics. This helps teams gain fresh insights and inspiration. SAP encourages analogous research to break conventional thinking and uncover innovative solutions.
- \* Adjacent research (D):Adjacent research focuses on areas closely related to the problem space but not directly within it. For example, if designing a retail experience, adjacent research might explore hospitality or entertainment. SAP highlights adjacent research as a way to expand the scope of understanding while staying relevant.

  Incorrect Options:
- \* A. Point-of-view research:Point-of-view research is not a recognized term in SAP Design Thinking. Instead, point-of-view statements are developed during the define phase to articulate user needs.
- \* C. Business plan research: Business plan research is more aligned with strategic planning and financial analysis, not the exploratory nature of 360° research.

#### **NEW QUESTION #27**

What is the goal of creating a "persona"? Note: There are 2 correct Answers to this question.

• A. To identify the pain points of the users and to develop empathy

- B. To put a human face on otherwise abstract data about users
- C. To build a common ground within the team on an emotional level
- D. To identify extreme users and understand their needs

Answer: A,B

#### **NEW QUESTION #28**

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