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Salesforce Certified-Strategy-Designer Exam Syllabus Topics:

Topic	Details
Topic 1	• 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	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 3	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 4	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 (Q61-Q66):

NEW QUESTION # 61

A strategy designer is facilitating a critique on a concept for their company's new loyalty program, and they're getting a lot of subjective feedback representing personal opinions.

What is the most common reason for this, assuming good intent from all participants?

- A. The critique does not have the right participants in the room; there are too many dominant personalities.
- B. The non-designers do not have the skills needed to give effective critique on design work.
- C. The designer has not properly defined the guidelines for the critique session.

Answer: C

Explanation:

Subjective feedback often occurs when the parameters of a critique are not clearly established. Providing clear guidelines helps participants understand the context, objectives, and specific areas where feedback is needed, focusing the discussion on constructive and objective observations rather than personal preferences.

NEW QUESTION # 62

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:

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 # 63

Cloud Kicks customers have publicly challenged the company to use its market-leading position as an ethical force for good in social change. What is one way the company can embed ethical use principles into its day to day work?

- **A. Consequence Scanning**
- B. Quantitative Research
- C. Journey Mapping

Answer: A

Explanation:

One way the company can embed ethical use principles into its day to day work is by using Consequence Scanning, which is an agile practice that fits within an iterative development cycle and allows organizations to consider the potential consequences of their product or service on people, communities, and the planet. Consequence Scanning helps identify and mitigate potential harms or risks, and align the product or service with the organization's values and culture. Quantitative research or journey mapping may not be sufficient or effective for embedding ethical use principles.

NEW QUESTION # 64

The team at Cloud Kicks is spending too much time curating dashboards of the company's sales pipeline for multiple different levels of leadership, who are interested in different views of the same data.

What should the strategy designer recommend to help the team efficiently share the right data?

- A. Develop reports in Sales Cloud.
- B. Provide Kanban view in Revenue Cloud
- **C. Create dashboards in Tableau.**

Answer: C

Explanation:

Explanation

The best recommendation to help the team efficiently share the right data is to create dashboards in Tableau, as this allows them to visualize and analyze data from different sources, customize and filter views, and share insights with different audiences. Developing reports in Sales Cloud or providing Kanban view in Revenue Cloud may not offer the same level of flexibility and functionality as Tableau.

NEW QUESTION # 65

Cloud Kicks' product team is focused on a new business casual clothing line that they think will account for over half of the company's revenue in the future.

Which trend should influence desirability the most?

- **A. Hybrid work emphasizing the need for color and comfort**
- B. Digital product passports' to help prevent counterfeiting
- C. Supply chain issues that delay product availability

Answer: A

Explanation:

Explanation

The most influential trend for desirability in designing a new business casual clothing line is hybrid work emphasizing the need for color and comfort, as this reflects the changing preferences and expectations of customers in a post-pandemic world. Digital product passports to help prevent counterfeiting or supply chain issues that delay product availability are not trends that affect desirability directly, but rather trust and availability.

NEW QUESTION # 66

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