

# Test FS-Con-101 Duration, Exam FS-Con-101 Course

Section	Details	Time Duration
Section I (Language Test IA & IB)	Choice of one or more languages	45 minutes per language
Section II (Domain-Specific Subjects)	Up to 6 subjects (varies by university)	45 minutes per subject
Section III (General Test)	Logical reasoning, general knowledge, numerical ability	60 minutes

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## Salesforce Certified Field Service Consultant Sample Questions (Q23-Q28):

### NEW QUESTION # 23

Universal Containers is deploying Field Service Lightning in Europe, where pricing varies by country. What Price Book structure is recommended?

- A. Utilize a standard Price Book specific to each country.
- **B. Utilize a custom Price Book specific to each country.**
- C. Utilize a custom Price Book with pricing rules applied.
- D. Utilize the standard Price Book with pricing rules applied.

**Answer: B**

Explanation:

A custom Price Book allows different prices for the same products in different markets. A standard Price Book has the same prices for all markets. Pricing rules are not available for Field Service Lightning.

References: [https://help.salesforce.com/s/articleView?id=sf.pricebook\\_custom.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.pricebook_custom.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.pricebook\\_standard.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.pricebook_standard.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.fs\\_pricing.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fs_pricing.htm&type=5)

### NEW QUESTION # 24

Universal Containers wants to implement Service Level Agreements (SLA) for Work Orders. Which three considerations should the Consultant take into account?  
Choose 3 answers

- **A. A new Entitlement Process requires selecting a single Entitlement Process Type.**
- **B. Milestones for Work Orders can be set up from the metadata API.**
- C. An Entitlement Process must be applied to both Cases and Work Orders.

- D. Milestones for Work Orders can be configured in Setup.
- E. A single Milestone can be added to both Case and Work Order Entitlement Processes.

**Answer: A,B,D**

Explanation:

These three considerations should be taken into account when implementing service level agreements for work orders, as they affect how milestones are created and applied to work orders. References:[https://help.salesforce.com/s/articleView?id=sf.fs\\_milestones\\_for\\_work\\_orders\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fs_milestones_for_work_orders_overview.htm&type=5)

#### NEW QUESTION # 25

Which three objects are associated to the Work Type? Choose 3 answers

- A. Service Appointments
- B. Products Required
- C. Skill Requirements
- D. Resources
- E. Articles

**Answer: A,B,C**

Explanation:

These three objects are associated to the work type, as they define the skills, products, and service appointments that are related to the type of work performed. References:[https://help.salesforce.com/s/articleView?id=sf.fs\\_work\\_types.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fs_work_types.htm&type=5)

#### NEW QUESTION # 26

Universal Containers provides maintenance and emergency services to its customers. Sending Technicians to emergency calls during the day causes long travel times and reduces the number of appointments that a Technician can complete.

Which feature should the Consultant use to reduce travel time and increase Technician productivity?

- A. Fill-in Schedule
- B. Resource Schedule Optimization
- C. Fix Overlaps
- D. Reschedule Appointment

**Answer: B**

Explanation:

This feature should be used to reduce travel time and increase technician productivity by automatically scheduling service appointments based on predefined criteria and objectives, such as minimizing travel distance or maximizing utilization.

References:[https://help.salesforce.com/s/articleView?id=sf.fs\\_optimizer\\_overview.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fs_optimizer_overview.htm&type=5)

#### NEW QUESTION # 27

Universal Container requires trained inspectors to make 3 site visits per year to inspect the container customers' sites. These visits must be scheduled within 14 days of inspection due date.

What are two ways a Consultant can configure maintenance plans to meet the requirements?

Choose 2 answers

- A. Auto generate work order with a 14 days generation horizon
- B. Auto generate work order with 14-day generation time frame
- C. Associate work type called site to maintenance plan
- D. Associate a required skill call site visits to maintain plans

**Answer: A,B**

Explanation:

A generation horizon is the number of days before the maintenance plan start date that work orders are generated. A generation time frame is the number of days before the maintenance plan end date that work orders are generated. To ensure that work orders are generated within 14 days of inspection due date, both the generation horizon and the generation time frame should be set to 14 days. Associating a work type called site or a required skill called site visits to maintenance plans would not affect the timing of work order generation, but would affect the scheduling and assignment of service appointments. References: [https://help.salesforce.com/s/articleView?id=sf.fs\\_maintenance\\_plans.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fs_maintenance_plans.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.fs\\_work\\_types.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fs_work_types.htm&type=5) [https://help.salesforce.com/s/articleView?id=sf.fs\\_skills.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.fs_skills.htm&type=5)

## NEW QUESTION # 28

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