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## Salesforce Certified Service Cloud Consultant Sample Questions (Q233-Q238):

#### **NEW QUESTION #233**

Cloud Kicks provides regular and special support to customers. When a special case is created, a dedicated account manager needs Read-Only access and a support specialist needs Read and Write access.

Which feature will provide the required level of access?

- A. Manager groups
- B. Case teams
- C. View All for Case

#### Answer: B

#### Explanation:

To provide the required access levels for a dedicated account manager and a support specialist on special cases, utilizing Case Teams is the most effective solution. Case Teams allow for the customization of roles and access levels for each team member, ensuring that the account manager has Read-Only access while the support specialist has Read and Write access.

#### **NEW QUESTION #234**

The support manager at Universal Containers is getting inaccurate support rep performance reports. After researching the data, the Salesforce admin has identified hundreds of cases that are closed but still owned by a queue.

- A. Use Data Loader periodically to assign these cases to a default owner.
- B. Create a case validation rule to ensure cases are owned by a user when closed.
- C. Create a case assignment rule to ensure cases are owned by a user when closed.

#### Answer: C

#### Explanation:

A Case Assignment Rule ensures that when cases are updated or closed, ownership is automatically reassigned based on defined criteria-such as routing to the correct agent or user queue. This prevents closed cases from remaining assigned to queues, which causes inaccurate reporting.

Option A (manual reassignment using Data Loader) is not scalable or automated.

Option B (validation rule) would prevent case closure until ownership changes, but it would disrupt agent workflows rather than resolve ownership automatically.

Referenced Salesforce Materials:

Service Cloud Consultant Exam Guide - Case Management Domain.

Salesforce Help: "Use Case Assignment Rules to Automatically Assign Ownership." Salesforce Trailhead: "Automate Case Ownership and Routing."

#### **NEW QUESTION #235**

Cloud Kicks is implementing a focused Messaging strategy to pass priority issues to the right reps.

Which solution should a Service Cloud Consultant explore to track handle time and messaging session resolution on these specific interactions?

- A. Create a custom report type with Messaging Session as the primary object and AgentWork as the secondary object.
- B. Create a custom report type with AgentWork as the primary object and Messaging User as the secondary object.
- C. Create a custom report type with AgentWork as the primary object and Messaging Session as the secondary object.

#### Answer: A

#### Explanation:

To measure handle time and resolution metrics for Messaging sessions, Salesforce recommends reporting on Messaging Session as the primary object, since it contains session duration, resolution status, and engagement metrics. Linking AgentWork as the secondary object provides data on the agent's activity and time spent handling each session.

Option A reverses the hierarchy, which limits visibility into per-session metrics.

Option B references Messaging User, which tracks user profiles, not interaction metrics.

Referenced Salesforce Materials:

Salesforce Help: "Report on Messaging Sessions and AgentWork Data".

Service Cloud Consultant Exam Guide - Contact Center Analytics Domain (performance metrics and real-time reporting). Salesforce Spring '24 Release Notes - Messaging and Analytics Enhancements.

#### **NEW QUESTION #236**

A Service Cloud Consultant is working with a telecommunications client. The client aims to improve first-contact resolution by 30% through implementing new case automation and Agentforce Service Agent. The client expects the changes to enhance customer satisfaction but is concerned about adoption and system complexity.

What should the consultant do first to help manage concerns and align expectations?

- A. Develop a detailed Agentforce Service Agent configuration plan with automated case routing rules and escalation paths, then validate technical requirements with the IT team.
- B. Recommend postponing the project until all technical requirements are finalized, then create a comprehensive change management strategy for user adoption.
- C. Conduct a risk register focusing on technical challenges, user adoption barriers, and impact on existing workflows while
  engaging key stakeholders early.

#### Answer: C

#### Explanation:

The Service Cloud Consultant Exam Guide - Implementation Strategies Domain emphasizes the importance of stakeholder alignment, risk assessment, and change readiness before technical design begins. Conducting a risk register and stakeholder engagement early helps identify and mitigate potential issues related to user adoption, workflow disruption, and technical complexity. By performing this assessment first, the consultant ensures that business goals such as improving first-contact resolution and customer satisfaction are realistically aligned with change management plans and adoption strategies. This proactive approach also supports iterative planning consistent with Salesforce's Agile and customer-centric implementation methodology.

Option A focuses on solution design too early, without addressing stakeholder concerns. Option C delays progress unnecessarily and contradicts Salesforce's iterative best practice of progressing with parallel risk and readiness assessments. Referenced Salesforce Materials:

Service Cloud Consultant Exam Guide - Implementation Strategies Domain (risk identification, stakeholder engagement, change readiness).

Salesforce Project Delivery Framework (Agile) - Planning phase guidance on stakeholder collaboration and early risk management. Salesforce Help: "Manage Project Risk and Change in Salesforce Implementations".

#### **NEW QUESTION #237**

Cloud Kicks wants to standardize its service key performance indicators (KPIs) for response time and first case closure rates. Individual service reps, team leaders, regional directors, and the VP of service should see the same KPIs calculated using only the data the user can access.

What is the recommended running user to meet the requirements?

- A. Dashboard viewer
- B. VP of service
- C. Team leaders

#### Answer: A

#### Explanation:

To ensure consistent KPI definitions while respecting data visibility rules, Salesforce dashboards should use the "Dashboard Viewer" as the running user. This setting ensures that each user viewing the dashboard sees data according to their own access permissions (role hierarchy, sharing rules, etc.), but all use the same filters and calculations.

If the dashboard used the VP of service as the running user, all viewers would see organization-wide data, violating visibility requirements. Team leaders (Option C) would restrict the data too narrowly.

Referenced Salesforce Materials:

Service Cloud Consultant Exam Guide - Contact Center Analytics Domain.

Salesforce Help: "Set the Running User for a Dashboard."

Salesforce Trailhead: "Customize Dashboard Visibility with the Dashboard Viewer Option."

#### **NEW QUESTION #238**

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