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Salesforce Service-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Industry Knowledge: This domain covers understanding Contact Center metrics, KPIs, and assessing risks, benefits, and business challenges for client outcomes.
Topic 2	<ul style="list-style-type: none">• Intake and Interaction Channels: This domain addresses designing intake channels, recommending interaction channels, understanding configuration best practices, and implementing AI agents and agentic service capabilities.
Topic 3	<ul style="list-style-type: none">• Case Management: This domain covers designing end-to-end case management solutions, implementing case deflection strategies, configuring entitlements, milestones, SLAs, and understanding Service Cloud automation capabilities.
Topic 4	<ul style="list-style-type: none">• Knowledge Management: This domain covers Knowledge article lifecycle, Knowledge Centered Service methodology, and configuring Salesforce Knowledge for agent support and self-service processes.
Topic 5	<ul style="list-style-type: none">• Implementation Strategies: This domain focuses on consulting engagement participation, deployment and training recommendations, and considerations for data migration, quality, governance, and large data volumes.
Topic 6	<ul style="list-style-type: none">• Service Cloud Solution Design: This domain involves designing solutions that balance capabilities, limitations, and trade-offs for service reps and customers while meeting data security and compliance requirements.

Salesforce Certified Service Cloud Consultant Sample Questions (Q33-Q38):

NEW QUESTION # 33

Service agents need to send emails with attachments to customers based on the case details.

Which Lightning Service Console feature should a consultant use to meet the requirement?

- A. Custom case actions
- B. Quick text template
- C. Lightning Knowledge

Answer: A

Explanation:

To facilitate service agents sending emails with attachments based on case details, configuring custom case actions in the Lightning Service Console is recommended. These actions can be tailored to include email templates and attachment options, streamlining the process for agents and enhancing case resolution efficiency.

NEW QUESTION # 34

Cloud Kicks' development team must manage multiple projects that compete for limited resources. The team needs to change directions often and start urgent work quickly.

Which step should a consultant recommend completing before beginning the build phase?

- A. Test
- B. Enablement
- C. Design

Answer: C

Explanation:

Before beginning the build phase, especially in a dynamic environment with multiple projects and limited resources, it's crucial to complete the Design step. This involves defining the architecture, user experience, and functional requirements, ensuring that the development team has a clear blueprint to follow, which can adapt to changes and prioritize urgent work efficiently.

NEW QUESTION # 35

The contact center supervisors at Cloud Kicks recently implemented Omni-Channel and would like to monitor key metrics such as handle time, speed to answer, and active time. How can the Service Cloud Consultant achieve this requirement?

- **A. Install the prebuilt reports from the Service Setup Assistant.**
- B. Create a custom report type for Case Milestones.
- C. Create a Case Lifecycle report.

Answer: A

Explanation:

After Omni-Channel is set up, the Service Setup Assistant includes prebuilt reports and dashboards that track key performance metrics such as Average Handle Time, Speed to Answer, and Active Time across channels. Installing and customizing these reports provides immediate visibility without requiring manual configuration.

Option B (Case Milestones) relates to SLA tracking, not real-time Omni performance.

Option C (Case Lifecycle) tracks case status changes, not Omni-specific agent performance metrics.

Referenced Salesforce Materials:

Service Cloud Consultant Exam Guide - Contact Center Analytics Domain.

Salesforce Help: "Monitor Omni-Channel Metrics Using Prebuilt Reports." Salesforce Spring '24 Release Notes - Omni-Channel Analytics Enhancements.

NEW QUESTION # 36

What should a consultant recommend to ensure chat requests contain sufficient information for service agents to respond effectively?

- **A. Customize the pre-chat form.**
- B. Customize the Lightning Console chat page.
- C. Customize Intents using Einstein Chatbots.

Answer: A

Explanation:

Customizing the pre-chat form allows for the collection of sufficient information from customers before a chat session begins. This ensures that service agents have the context and details needed to respond effectively, improving the efficiency and quality of chat interactions.

NEW QUESTION # 37

Universal Containers (UC) has Excel files of customer data maintained by its service reps. All of the service reps have worked with the same customer contacts. UC wants to ensure that its Salesforce instance has clean data.

Which best practice should a consultant recommend?

- A. Import the records and use Duplicate Management.
- B. Import the records and create a Flow to change the data type.
- **C. Deduplicate the data before importing into Salesforce.**

Answer: C

Explanation:

The best practice to ensure clean data in Salesforce when importing customer data from Excel files is to deduplicate the data before the import process. This involves identifying and merging duplicate records, ensuring that only unique and accurate data is imported into Salesforce. This proactive step prevents data quality issues and maintains the integrity of the Salesforce database.

NEW QUESTION # 38

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