

更新するCRT-261資格取得講座と一番優秀なCRT-261 キャリアパス

生懸命にCRT-261キャリアパス

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Salesforce Certification Preparation for Service Cloud Consultant 認定 CRT-261 試験問題 (Q48-Q53):

質問 # 48

A company wants to publish Knowledge articles to its Customer Community. The articles should be organized for easy navigation by Community members. What should a Consultant recommend?

- A. Define Topics for each Knowledge article.
- B. Define Data Categories with Custom Visibility.
- C. Define Article Types with Public Sharing Settings.
- D. Define a Custom Field to identify the Subject.

正解A

質問 # 49

The Service Desk at Universal Containers is considering implementing a Service Console and is considering using Lightning Experience. Which three features are available only in Classic? Choose 3 answers

- A. Multi-monitor support
- B. Keyboard Shortcuts
- C. Quick Text
- D. Dynamic list updates
- E. Case hover

正解A B D

質問 # 50

Universal Containers purchased Knowledge and would like to implement it as soon as possible. What approach should a consultant recommend?

- A. Create a Knowledge Visualforce component on the case detail page.
- B. Activate Knowledge One within the Salesforce Console for Service.
- C. Create a Knowledge Visualforce component within the Salesforce Console for Service.
- D. Activate Knowledge One on the case detail page.

正解B

さらに、PassTest CRT-261ダンプの一部が現在無料で提供されています: <https://drive.google.com/open?id=1keeME83r-KBgnJVRKtkXJGhiBdBsB2pB>

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261 キャリアパス

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Salesforce Certification Preparation for Service Cloud Consultant 認定 CRT-261 試験問題 (Q193-Q198):

質問 # 193

Universal Containers (UC) has deployed a call center using open CTI. Call center agents are organized into four groups reflecting UC's four different product lines. Each group's manager would like a report on their agents' daily call volume, including related case and contact information.

How should the consultant recommend the report be created?

- A. Create a Custom Report type with Activities as the primary object.
- B. Customize the My Team's Calls This Week standard report.
- C. Build a report on Products with Activities grouped by owner.

正解: A

解説:

For reporting on daily call volume including related case and contact information for different agent groups, creating a Custom Report Type with Activities as the primary object is advised. This allows for the inclusion of case and contact details in the report, providing a comprehensive view of each agent's call activity and related case interactions.

質問 # 194

What is a common deflection technique to reduce the number of interactions for a contact center?

- A. Suggest articles for an Email-to-Case question.
- B. Recommend articles prior to a Chat session.
- C. Recommend articles during a call from a support agent.

正解: B

解説:

A common deflection technique to reduce contact center interactions is to recommend Knowledge articles to customers before they initiate a Chat session. This proactive approach can resolve customer queries without the need for direct agent interaction, improving efficiency and customer satisfaction by providing immediate solutions.

質問 # 195

Universal Containers wants to develop a new Case Management solution. The end-to-end solution will include integrations with third-party systems.

Following best practices, which development and deployment path should a consultant recommend?

- A. Develop in one sandbox, complete quality assurance in a different sandbox, and then perform user acceptance and integration testing in production.
- B. Set up separate sandboxes for development, quality assurance, and user acceptance testing, and then move the features to production.
- C. Develop and test Salesforce functionality in one sandbox, and then rebuild the functionality in production.

正解: B

解説:

Following best practices for developing a new Case Management solution that includes third-party integrations, it's advisable to use separate sandboxes for different stages of development. This approach allows for isolated environments to develop, test, and

validate features before deployment to production, minimizing risks and ensuring that new functionalities meet user requirements and work as expected in an integrated ecosystem.

質問 # 196

Universal Containers is considering a Knowledge-Centered Support (KCS) implementation. Which three benefits can be expected from KCS adoption? Choose 3 answers

- A. Optimized use of resources
- B. Increased call routing accuracy
- C. Increased call deflection
- D. Reduced support channels
- E. Reduced issue resolution time

正解: A、C、E

解説:

Explanation

Knowledge-Centered Support (KCS) is a methodology that enhances how customer service and support teams access and use knowledge to deliver greater value to customers, employees, and stakeholders. Some of the benefits that can be expected from KCS adoption are:

Increased call deflection: KCS enables customers to find answers to their questions or issues through self-service channels, such as knowledge bases, communities, or chatbots. This reduces the number of calls or emails that reach the support team and improves customer satisfaction and loyalty.

Reduced issue resolution time: KCS allows agents to access and update knowledge articles as part of their support process. This helps them find the information they need to solve problems faster and more accurately, as well as share their knowledge with other agents and customers.

Optimized use of resources: KCS reduces the need for dedicated knowledge management roles or processes, as knowledge creation and maintenance are integrated into the support workflow. This frees up time and resources for other value-added activities, such as product improvement, innovation, or training. Verified References: Service Cloud Consultant Certification Guide & Tips, Knowledge-Centered Service (KCS) Overview

質問 # 197

Which three are characteristics of Visual Workflow? Choose 3 answers

- A. Elements can be used to update fields in the database.
- B. Elements can be used to pass data to legacy systems.
- C. Apex code must be used to pass data to legacy systems.
- D. Only one version of a flow can be activated at a time.
- E. Apex code must be used to update fields in the database.

正解: A、B、D

解説:

Explanation

Visual Workflow is a tool that allows you to create flows that automate business processes in Salesforce.

Flows consist of elements that define the logic, data manipulation, and user interface of the flow. Elements can be used to pass data to legacy systems using outbound messages or Apex actions, update fields in the database using record elements, and perform other tasks. Only one version of a flow can be activated at a time, meaning that only one version can run when triggered by users or processes. Verified References: [Salesforce Help: Visual Workflow]

質問 # 198

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