

# Valid Service-Con-201 Exam Camp Pdf | Service-Con-201 Certified Questions

Douglas, Fall 2007

Version A

Special Codes 00000

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## Econ 201 Final Exam

1. For a profit-maximizing monopolist,
  - a.  $MR < MC < P$ .
  - b.  $P > MR > MC$ .
  - c.  $P = MR = MC$ .
  - d.  $P > MR = MC$ .
2. A market structure with only a few sellers, offering similar or identical products, is known as
  - a. monopoly.
  - b. oligopoly.
  - c. perfect competition.
  - d. monopolistic competition.
3. The main argument for splitting up monopolies through antitrust action is based on the notion that
  - a. small firms have lower costs.
  - b. competition is more efficient than monopoly.
  - c. greedy monopolies should be punished.
  - d. consumers prefer dealing with small firms.

Table 15-1

Quantity	Price	Total Revenue	Average Revenue	Marginal Revenue
1	35	35		
2		64	32	29
3	29			
4				17
5	23			11
6		120		
7	17			-1

4. Refer to Table 15-1. If the monopolist wants to maximize its revenue, how many units of its product should it sell?
  - a. 4
  - b. 7
  - c. 6
  - d. 5
5. Refer to Table 15-1. What is the marginal revenue for the monopolist for the third unit sold?
  - a. 7.67
  - b. 87
  - c. 29
  - d. 23
6. If a competitive firm sees that its marginal cost exceeds its marginal revenue, then
  - a. the firm is definitely earning a positive profit.
  - b. it can increase its profit by increasing its output.
  - c. the firm is definitely losing money.
  - d. it can increase its profit by decreasing its output.

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## Salesforce Certified Service Cloud Consultant Sample Questions (Q75-Q80):

### NEW QUESTION # 75

Universal Support is implementing Service Cloud to replace its legacy ticketing system. The support team is geographically dispersed and consists of customer support users with varying levels of technical expertise. They are introducing Case Management, Knowledge, and Omni-Channel routing. The Support Manager aims to ensure the rollout proceeds smoothly and that users adopt the new system quickly and efficiently.

How can the Support Manager meet these requirements?

- A. Provide sandbox access to all support reps two weeks before launch and encourage peer-to-peer learning without formal training.
- B. Launch a full company-wide rollout with a short video tutorial and allow support reps to explore the system independently.
- C. Schedule instructor-led training sessions, include role-based scenarios, and implement a phased rollout starting with a pilot group.

**Answer: C**

Explanation:

According to Salesforce Implementation Best Practices, for complex Service Cloud rollouts (including Case, Knowledge, and Omni-Channel), the optimal approach is to:

Conduct role-based, hands-on training focused on real-life scenarios.

Use a phased rollout strategy, starting with a pilot group to collect feedback and refine processes before full deployment.

This minimizes disruption, builds confidence, and supports adoption across varying skill levels.

Option B and C lack structure, training depth, and change management alignment.

Referenced Salesforce Materials:

Service Cloud Consultant Exam Guide - Implementation Strategies Domain.

Salesforce Help: "Plan User Enablement and Phased Rollouts."

Salesforce Project Delivery Framework - Adoption and Training Best Practices.

### NEW QUESTION # 76

Metrics show that Universal Containers has a high call abandonment rate using Service Cloud Voice.

Which strategy should a consultant recommend?

- A. Set up self-service Knowledge.
- B. Set up escalation rules.
- C. Set up assignment rules and case queues.

**Answer: A**

Explanation:

To address a high call abandonment rate, setting up self-service Knowledge in Service Cloud Voice is recommended. Providing customers with easy access to Knowledge articles enables them to find answers to their queries without the need for direct agent interaction, potentially reducing call volumes and call abandonment rates by offering alternative solutions.

### NEW QUESTION # 77

Universal Containers wants to allow customers to send messages to agents in Service Console via their preferred mobile app.

Which feature should a consultant recommend?

- A. Messaging
- B. OmniStudio
- C. Einstein Bots

**Answer: A**

Explanation:

To enable customers to send messages via their preferred mobile app to agents in the Service Console, the "Messaging" feature in Salesforce is recommended. This feature integrates various messaging platforms with the Service Cloud, allowing agents to communicate with customers through their preferred channels, enhancing customer experience and engagement.

#### NEW QUESTION # 78

In which of the following scenarios should a consultant use a Screen Flow?

- A. Transfer a call to another support rep within the Service Console.
- **B. Provide decision-based troubleshooting steps for support reps.**
- C. Redirect a support rep to a Knowledge article during case creation.

**Answer: B**

Explanation:

Screen Flows are used in Salesforce to guide users through interactive, decision-based processes. For example, a Screen Flow can present troubleshooting questions and next steps to support reps, dynamically adapting based on responses. This allows for consistent issue resolution and knowledge capture.

Option B (call transfer) is handled through Omni-Channel or CTI features, not Flow.

Option C (redirecting to Knowledge) can be done with console components or Einstein Article Recommendations, not a Screen Flow.

Referenced Salesforce Materials:

Service Cloud Consultant Exam Guide - Service Cloud Solution Design Domain.

Salesforce Help: "Use Screen Flows for Guided Troubleshooting and Agent Assistance." Salesforce Trailhead: "Build Guided Service Flows."

#### NEW QUESTION # 79

Support agents at Universal Containers are entering customer contact information in multiple ways. Management is concerned about the high likelihood of duplicate customer contact information being entered.

What should the consultant recommend to prevent duplicate records from being created?

- A. Grant "View All Data" and instruct them to search.
- B. Implement Apex triggers for Contact.
- **C. Configure and activate Duplicate Management.**

**Answer: C**

Explanation:

To prevent duplicate customer contact information, the recommended approach is to configure and activate Salesforce's built-in Duplicate Management feature. This feature allows for the creation of duplicate rules and matching rules to identify and prevent duplicates at the point of entry. It can be applied to standard objects like Contacts and can provide users with alerts or block duplicates based on the rules set. This proactive approach ensures data quality without requiring excessive manual intervention or extensive access rights like "View All Data."

#### NEW QUESTION # 80

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