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The Salesforce CRT-261 exam is composed of 60 multiple choice questions that must be completed within 105 minutes. The CRT-261 exam covers a wide range of topics, including Service Cloud implementation strategies, Service Cloud data model, Service Cloud automation, Service Cloud integrations, and Service Cloud analytics. CRT-261 exam is designed to ensure that certified professionals have a deep understanding of the Service Cloud platform and can provide comprehensive solutions to their clients. Successful completion of the CRT-261 Certification Exam demonstrates that a professional has the knowledge and experience required to consult on complex Service Cloud solutions and provide valuable insights to their clients.

Salesforce CRT-261 certification exam is intended for professionals who have experience in Salesforce Service Cloud implementation and administration. This is a high-level certification that requires a strong understanding of Service Cloud capabilities, and the ability to design and implement complex Service Cloud solutions.

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Salesforce CRT-261 Exam is a certification preparation exam designed for service cloud consultants. CRT-261 exam verifies the skills and knowledge of individuals in service cloud implementation, design and management. Certification Preparation for Service Cloud Consultant certification is intended for professionals who wish to demonstrate their expertise in the service cloud domain.

Salesforce Certification Preparation for Service Cloud Consultant Sample Questions (Q150-Q155):

NEW QUESTION # 150

Universal Containers runs a support operation with multiple call centers. The Support Manager wants to measure first-call resolution by call center location, agent, and calendar month.

Which reporting solution should the Consultant recommend?

- A. Create a joined report that includes fields for call center location, agent, calendar month, and first-call resolution.

- B. Create a reporting snapshot that includes fields for call center location, agent, calendar month, and first-call resolution.
- **C. Create a matrix report that includes fields for call center location, agent, calendar month, and first-call resolution.**
- D. Create a list view report that includes fields for call center location, agent, calendar month, and first-call resolution.

Answer: C

Explanation:

Creating a matrix report that includes fields for call center location, agent, calendar month, and first-call resolution is the reporting solution that a consultant should recommend to measure first-call resolution by call center location, agent, and calendar month. A matrix report is a type of report that allows you to group and summarize data by both rows and columns. A matrix report can be used to create a table that shows the first-call resolution rate for each combination of call center location, agent, and calendar month. A matrix report can also be used to apply filters, formulas, charts, or conditional highlighting to analyze the data more effectively. Verified References: Service Cloud Consultant Certification Guide & Tips, Create Matrix Reports

NEW QUESTION # 151

Universal Containers need to determine whether the work orders and customer contacts should be stored as child cases or on a related custom object.

Which three aspects should the consultant consider to meet the requirements?

Choose 3 answers

- A. Account team relationship to the primary contact
- B. Total number of account and contact records in the database
- **C. Work order and customer contact escalation requirements**
- **D. Visibility and access to the work order records**
- **E. Case closure rules on the original case**

Answer: C,D,E

Explanation:

These are three aspects that the consultant should consider to determine whether the work orders and customer contacts should be stored as child cases or on a related custom object. Work order and customer contact escalation requirements are aspects that affect how urgent and complex the work orders and customer contacts are, and how they should be handled by different levels of agents or managers. Visibility and access to the work order records are aspects that affect who can view and edit the work order records, and how they are shared with other users or groups. Case closure rules on the original case are aspects that affect when and how the original case can be closed, and what actions need to be performed on the related records before closing the case.

Verified References: : https://help.salesforce.com/s/articleView?id=sf.work_orders_overview.htm&type=5 : https://help.salesforce.com/s/articleView?id=sf.case_escalation_overview.htm&type=5 : https://help.salesforce.com/s/articleView?id=sf.sharing_overview.htm&type=5 : https://help.salesforce.com/s/articleView?id=sf.case_closure_rules.htm&type=5

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NEW QUESTION # 152

Universal Telco sells and supports a line of smart phones. The company offers support via phone, email-to-case, web-to-case, and a customer portal. The call center manager is incented to drive support through customer self-service. Which report should be included on the manager's dashboard? Choose 3 answers

- A. Average Call Handle Time
- **B. Cases by Support Channels**
- **C. Number of Portal Logins per Day**
- **D. Knowledge Article Usage**
- E. Escalated Calls

Answer: B,C,D

NEW QUESTION # 153

Universal Containers wants to monitor customers' social media reactions and opinions. Agents also want to see recent cases that customer logged.

- A. Omni channel

- B. Appexchange solution
- C. Custom lightning component
- **D. Social Conversation component**

Answer: D

Explanation:

Social Conversation component is a feature that can enable Universal Containers to monitor customers' social media reactions and opinions, as well as see recent cases that customers logged. Social Conversation component allows agents to view and reply to social posts from customers using Social Customer Service. It also shows related records, such as cases, contacts, or accounts, that are linked to the social posts. Verified References: : <https://help.salesforce.com/s/articleView?>

id=sf.social_customer_service_overview.htm&type=5

: https://help.salesforce.com/s/articleView?id=sf.social_customer_service_component.htm&type=5

NEW QUESTION # 154

Cloud Kicks use a Console App to support users. Service agents open an Account workspace tab and multiple subtabs for the Case, Contact and service Contract. Service agents would like to share links to recently opened subtabs with other users to swarm on cases.

What should a consultant recommend to meet the requirements?

- A. Recent Items set to Account object.
- B. Screen flow launched from a global action.
- C. History Utility in the Utility bar.
- D. Actions & Recommendations component.

Answer: A

NEW QUESTION # 155

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