



# CRT-261<sup>Q&As</sup>

Certification Preparation for Service Cloud Consultant

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### QUESTION 1

What statement is true about the Salesforce Knowledge article lifecycle?

- A. Approval process CANNOT allow publishing of articles that have specific validation statuses
- B. Article permission sets allow agents to participate in the article publishing process
- C. Articles CANNOT be published until they are reviewed and validated by a qualified author
- D. Knowledge uses public groups as a way to assign users to specific tasks related to articles

Correct Answer: B

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### QUESTION 2

Universal Containers is implementing a call center using CTI (Computer-telephony integration). Which three items, at a minimum, must be implemented and deployed to ensure success? Choose 3 answers

- A. Configure call center definition
- B. Deploy Call Center Directory
- C. Install CTI adapter using open CTI
- D. Configure IVR auto response
- E. Assign users to a call center

Correct Answer: ACE

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### QUESTION 3

A case has not been closed even after 30 days, but those cases can be closed in 7 days. What should the consultant do to overcome this? choose 2 options

- A. Use auto response rule to send an email
- B. Use escalation rule to send an email
- C. Supervisors to investigate those cases
- D. Identify those cases and assign to the closure team

Correct Answer: CD

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### QUESTION 4

The VP of Service at Universal Containers is looking for ways to reduce contact center costs.



Which two metrics should the Consultant recommend?

Choose 2 answers

- A. First Call Resolution
- B. Average Handle Time
- C. Service-Level Agreements
- D. Time to Answer

Correct Answer: AB

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#### QUESTION 5

Which feature should a Consultant recommend to allow a Tier 2 Service Representative to take over case processing from Tier I and know how far Tier I had progressed in troubleshooting?

- A. Service Console Macros
- B. Lightning Guided Engagement
- C. Path for Cases
- D. Lightning Flow Component

Correct Answer: B

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