

## HD0-300<sup>Q&As</sup>

Help Desk Manager

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**QUESTION 1**

What should analysts do to ensure that a shared work environment is effective?

- A. use discretion and courtesy
- B. play music to reduce stress levels
- C. makes the environment as comfortable as possible with pictures and colors.
- D. Allow employees to adjust their workstations to meet their personal needs

Correct Answer: A

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**QUESTION 2**

Your support organization has 20 frontline analysts. The Call Management System produces performance reports that show the amount of time each analyst is on the phone, performing wrap-up work, and not available. Reports also show the number of calls taken and the average talk-time per agent. Based on these reports, what should the manager do to improve the support organization's performance?

- A. Publish trend reports for the group as a whole
- B. Publish a list of agents ranked by who has the most talk time
- C. Recognize and reward the individual who handles the most calls
- D. Recognize and reward the individual who has the least "notavailable" time.

Correct Answer: A

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**QUESTION 3**

What is the most important element of a successful support center with regard to the customer?

- A. Contacting the customer on time
- B. Satisfying the customer
- C. Surveying the customer
- D. Tracking customer interactions

Correct Answer: B

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**QUESTION 4**

What is the best reason for having security policies in a support center?

- A. Security policies are required by IT management.
- B. Security policies ensure that security is everyone's concern.
- C. Security policies protect the company and its customers from unauthorized access.
- D. Security policies safeguard the support center's staff from liability.

Correct Answer: C

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## QUESTION 5

Which three metric calculations impact customer satisfaction? (Choose three)

- A. Average Talk Time
- B. Abandonment Rate
- C. First Call Resolution Rate
- D. Average Speed of Answer
- E. Average After Call Work Time

Correct Answer: BCD

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## QUESTION 6

Analysts play a large part in ensuring that the Help Desk provides consistent service to customers. Which two regularly scheduled events ensure that your analysts provide consistent service? (Choose two)

- A. analyst reviews
- B. analyst training
- C. analyst interviews
- D. analyst focus groups

Correct Answer: AB

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## QUESTION 7

Which three traits should a Help Desk manager look for in Help Desk analyst candidates to assess their problem solving abilities? (Choose three)

- A. experience
- B. intelligence
- C. formal education

D. specialization knowledge in a discipline

Correct Answer: ABD

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**QUESTION 8**

Which three statements regarding the Help Desk and customer perceptions are true? (Choose three)

- A. Mediocre service is generally acceptable if the customer likes you personally.
- B. Mediocre service can cause a customer's gradually to want to do business somewhere else.
- C. A bad interaction can initiate a customer's split-second decision to continue doing business with you.
- D. A positive interaction can initiate a customer's split-second decision to continue doing business with you.

Correct Answer: BCD

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**QUESTION 9**

Service Level Agreements document the level of service provided as well as the level at which that service is provided by which two parties?

- A. customer
- B. stake holder
- C. service provider
- D. Help Desk manager
- E. Service-level managers

Correct Answer: AC

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**QUESTION 10**

What is a best practice for staying current on trends and technologies in the support industry?

- A. Find articles that describe the support industry.
- B. Schedule a meeting with your chief information officer to ask
- C. Seek the advice of people who are knowledgeable about the industry.
- D. Subscribe to leading support industry publications.

Correct Answer: D

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**QUESTION 11**

What should be addressed in a support center's marketing plan?

- A. the support center's budget requirements
- B. the support center's staffing requirements
- C. the support center's implementation timelines
- D. the support center's role in the corporate vision

Correct Answer: D

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**QUESTION 12**

What is the best reason for taking risks to find a solution to a customer's problem?

- A. Taking risks is appropriate if the customer is aware that there is an element of risk in what you are suggesting.
- B. Taking risks is appropriate if the customer is threatening to take the issue higher.
- C. Taking risks is appropriate if the risk is directly connected to service delivery.
- D. Taking risks is appropriate if the risk will not adversely affect the technical infrastructure.

Correct Answer: A

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**QUESTION 13**

Which two benefits do managers receive for conducting customer satisfaction surveys and reporting the results?  
(Choose two)

- A. Customers care how your Help Desk is doing
- B. Help Desk performance can be measured against expectations
- C. Customers are more likely to provide responses of future survey's
- D. The feedback may indicate whether or not you are meeting your mission

Correct Answer: BD

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**QUESTION 14**

How can the Help Desk best manage new services and achieve its primary goal of eliminating negative impact on your customers?

- A. be prepared to add staff should a new service fail

- B. be active in the implementation plan for new products
- C. meet regularly with stakeholders to determine training gaps
- D. meet regularly with focus groups and team members to evaluates past performances.

Correct Answer: B

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## QUESTION 15

Which two commonly used technologies provide near real-time feedback on organizational performance? (Choose two)

- A. web
- B. e-mail
- C. telephone
- D. Call Management Systems
- E. Broadcast messaging devices

Correct Answer: DE

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