

## Salesforce.Education-Cloud-Consultant.v2022-06-20.q27

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### NEW QUESTION: 1

A university has a Study Abroad office that is required to collect student documentation such as visa, passport, vaccinations, and other information. The university is using a spreadsheet to manage this information, and wants to track it in Salesforce.

Which EDA object should a consultant use to meet this requirement?

- A. Program Plan
- B. Attribute
- C. Affiliation
- D. Success Team

**Answer: A (LEAVE A REPLY)**

### NEW QUESTION: 2

The Dean of the Business school has a dashboard that displays the application yield by program, geographic distribution of applicants, and recruitment pipeline. The Dean wants the same reports for program directors.

Sharing settings have been configured so program directors can only see recruitment and application information for their own program.

How can the consultant meet the business requirement?

- A. Set View Dashboard As to the dashboard viewer and share it with program directors.
- B. Set View Dashboard As to the Dean and share it with program directors.
- C. Add a dashboard filter to the Dean's dashboard and save it to All Folders.
- D. Check the Let Dashboard Viewers Choose Whom They View the Dashboard As on the Dean's dashboard.

**Answer: D (LEAVE A REPLY)**

**NEW QUESTION: 3**

An elementary school plans to implement the K-12 Architecture Kit in a new org. The school wants to be able to send SMS messages to parents.

Which solution should the consultant recommend to meet the requirement?

- A. Social Studio
- B. Education Data Architecture
- C. Parbot
- D. App on the AppExchange

**Answer: B ([LEAVE A REPLY](#))**

**NEW QUESTION: 4**

During the requirements gathering phase, the academic staff stated that students are independent of any Account or Company. The staff requested that the Contact's Account field be blank and hidden on the page layout.

What is the impact of creating a Contact without a parent Account?

- A. Contacts are at risk of ownership data skew, which may result in performance issues.
- B. Contacts are public to all users, potentially sharing sensitive data.
- C. Contacts are private only to the record owner, and inaccessible to other users.
- D. Contacts will require manually creating a related Affiliation record to enable sharing, adding more complexity.

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 5**

An institution has centralized email communications for alumni. Departments across the university should only be able to view their team's content.

What should a consultant recommend to meet this requirement?

- A. Salesforce Data Management Platform
- B. Pardot Business Unit
- C. Marketing Cloud Business Unit
- D. Einstein Account-Based Marketing

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 6**

A private school wants to use Salesforce to manage students, their parents, staff operations, and fundraising.

The school wants to use the Education Data Architecture (EDA) and to create Giving Pages.

What is a compatibility consideration the consultant should discuss with the school?

- A. Accounting Subledger is installed.
- B. Person Accounts must be enabled.
- C. Elevate is incompatible with Advisor Link.

D. Gift Entry Manager is required.

**Answer: A ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 7**

The director of graduate recruitment is interested in Education Cloud. Recruitment staff need to access Opportunity and Campaign Member information about students. The IT director is concerned about cost and suggests using other license types for recruitment users.

What should the consultant discuss with the client?

A. Education Data Architecture requires a Community license.

B. The business user case requires a Lightning Platform Plus license.

C. Unlimited Edition requires a full Salesforce license.

D. The business user case requires a full Salesforce license.

**Answer: ([SHOW ANSWER](#))**

#### **NEW QUESTION: 8**

A university Alumni Relations office is replacing its legacy system with Salesforce. The consultant needs to load a large volume of alumni contact records into a new Salesforce environment.

Which two actions should the consultant take?

A. Load record owners after the Account and Contact data load is complete.

B. Disable all TDTM trigger Handlers before the data load.

C. Set Account and Contact's sharing to private before the data load.

D. Set Account and Contact's to public Read/Write before the data load.

**Answer: A,C ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 9**

A large university is planning to release a new recruitment and admissions solution using Salesforce. The university is closely evaluating a launch window in conjunction with the campus calendar.

Where should the university confirm the Salesforce product release dates that could impact the timeline?

A. Salesforce Trust website

B. Setup Menu

C. partner Community

D. Trailhead

**Answer: D ([LEAVE A REPLY](#))**

#### **NEW QUESTION: 10**

A university provides corporate training options to local businesses. The university wants to offer a seamless experience to students and allow them to select and purchase available courses.

Which solution should the consultant recommend to meet the requirement?

- A. A third-party app
- B. Salesforce CPQ
- C. Salesforce File
- D. Financial Service Cloud

**Answer: (SHOW ANSWER)**

#### **NEW QUESTION: 11**

The Law school's dean, recruitment director, and end users want to implement Salesforce so they can have a central, shared reporting system of engagement for recruitment and admission processes and raise enrollment by 10%. The Law school plans to grow and expand its use of Salesforce to other departments in the future; however, the IT department can only support system integration.

What should the consultant discuss first with the school?

- A. Leadership sponsorship
- B. Metric identification
- C. Capacity to administer
- D. Business objectives

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 12**

The Alumni Relations office wants to respond to posts by alumni on a variety of channels, including Instagram, Twitter, and Facebook.

Which solution should the office consider?

- A. email Studio
- B. Social Studio
- C. Interaction Studio
- D. Audience Studio

**Answer: B (LEAVE A REPLY)**

#### **NEW QUESTION: 13**

A university plans to use a sandbox for staff training. Since sandbox environments contain personal information, the university needs a solution that will keep sensitive information anonymous.

What should the consultant recommend to ensure that student information remains private?

- A. Event Monitoring
- B. Formula Fields

C. Salesforce Data Mask

D. Salesforce Shield

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 14**

A university's IT department and its consultant are integrating data from the Student Information System (SIS) to the Education Data Architecture (EDA). Advisors need to see a student's primary course of study.

Which object in EDA indicates a student's major?

A. Program Plan Requirement

B. Affiliation

C. Education History

D. Relationship

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 15**

Career Services wants to import internship information from a spreadsheet into Salesforce. Student contact and educational information is populated from the Student Information System (SIS) to Salesforce. The spreadsheet has a list of interns, their student ID numbers, their email addresses, company phone numbers, company names, and start and end dates.

Which external ID should the consultant recommend to match spreadsheet information with the Salesforce Contact record?

A. Student number

B. Email address

C. Company name

D. Company phone

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 16**

The Advancements Office wants Salesforce to automatically create a supporters' score based on their donation amount, giving capacity, giving history, and relationship type to the university.

Which Salesforce solution should the consultant recommend?

A. Insights Platform Data Integrity

B. Nonprofit Success Pack

C. Einstein Prediction Builder

D. Tableau CRM

**Answer: (SHOW ANSWER)**

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**NEW QUESTION: 17**

Recruitment Staff want to use their university login when accessing Salesforce. Which identity management feature should the consultant use?

- A. Named Credentials
- B. Single Sign-On
- C. Social Sign-On
- D. Two-factor Authentication

**Answer: B (LEAVE A REPLY)**

**NEW QUESTION: 18**

A university's IT department uses a version control-based process for its system development and enhancement. The department wants to test the new features the consultant has configured in a dedicated, short term Salesforce environment.

What should the consultant use to meet the requirement?

- A. Developer Edition org
- B. Partial Copy sandbox
- C. Scratch org
- D. Full sandbox

**Answer: C (LEAVE A REPLY)**

**NEW QUESTION: 19**

Career Services uses a separate event management system for its employment events attendance and registration, and Marketing cloud to promote the event. It wants to integrate student data in Salesforce to identify engaged prospects by matching them with event attendance, career interest, and credit completion towards an academic major.

Which two integration directions should the consultant recommend?

Choose 2 answers.

- A. Two-way integration between the event system and Marketing Cloud
- B. One-way integration between Salesforce and Marketing Cloud
- C. One-way integration between Marketing Cloud and the event system
- D. Two-way integration between the event system and Salesforce

**Answer: B,D (LEAVE A REPLY)**

**NEW QUESTION: 20**

A university's strategic goal is to improve its MBA program rankings. A data point that influences the MBA program ranking is acceptance percentage. The school has asked a consultant to help it reach the goal, and increase prospective student engagement across multiple channels.

What should the consultant recommend?

- A. Implement Pardot Lead Scoring to find well qualified students.
- B. Implement Marketing Cloud to manage recruitment campaigns.
- C. Leverage Advisor Link to advise them on the application yield.
- D. Use Education Cloud to replicate the current systems and processes.

**Answer: D ([LEAVE A REPLY](#))**

**NEW QUESTION: 21**

A university joined the Open Source Commons & Community Sprints group in the Power of Us Hub.

However, they were unable to find current or past Open Source Commons projects that meet their needs.

Which additional Power of Us Hub group can the consultant recommend so the university can find and collaborate on current open source projects?

- A. SFDO Major Release Announcements
- B. SFDO Open Source Contributors
- C. Sector: Higher Education
- D. CumulusCI (CCI)

**Answer: ([SHOW ANSWER](#))**

**NEW QUESTION: 22**

A university is planning an enterprise wide implementation of the Education Data Architecture (EDA). It has asked the consultant do an analysis of standard functionality in EDA to identify additional apps it may need to purchase.

What is a standard feature of EDA?

- A. Event Management
- B. Student Advising
- C. Address Management
- D. Degree Auditing

**Answer: C ([LEAVE A REPLY](#))**

**NEW QUESTION: 23**

A university has hired a consultant to help it plan the campus's enterprise roadmap for Salesforce. The CIO wants to use a single. Salesforce org across the university and is interested in learning more about the Education Data Architecture (EDA). The university

has two existing Salesforce orgs, one uses Person Accounts, and the other org uses a custom data architecture.

What should the consultant do first to assess the situation?

- A. Submit a Salesforce Support case to merge orgs.
- B. Document solution requirements from the groups involved.
- C. Create a new Salesforce org using EDA as the foundation.
- D. Install EDA into one of the production environments.

**Answer: A,D (LEAVE A REPLY)**

#### **NEW QUESTION: 24**

A large university has a Career Service Center that provides career advice to current students and alumni.

Staff provide advice ..... the phone, via email and face-to-face. Students and alumni are served on a first come, first served basis and are rarely assigned to a specific advisor.

What should the consultant recommend to meet the requirement?

- A. Assignment Rules
- B. Appointment Scheduling
- C. Success Teams
- D. Queue Management

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 25**

A university's marketing department works on email campaigns for advancement. It wants to measure campaign effectiveness, return on investment, and Opportunity conversion using standard Salesforce functionality.

What should the consultant recommend to meet this requirement?

- A. Parent campaigns
- B. Campaign hierarchy
- C. Campaign influence
- D. Campaign member

**Answer: D (LEAVE A REPLY)**

#### **NEW QUESTION: 26**

A college wants to extend its existing Education Data Architecture org to support the Advancement department's fundraising needs.

What should the consultant recommend to meet the requirement?

- A. Elevate
- B. Gift Entry Manager
- C. Giving Pages
- D. Nonprofit Success Pack

**Answer: A (LEAVE A REPLY)**

**NEW QUESTION: 27**

The Advancement department wants to extend its Salesforce environment to support event management, including registration pages, ticketing, and agenda-building functionality.

Which solution should the consultant recommend?

- A. Elevate and Giving Pages
- B. App on the AppExchange
- C. Event Monitoring
- D. Gift Entry Manager

**Answer: B (LEAVE A REPLY)**

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