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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 2

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. Setup Menu
- B. partner Community
- C. Trailhead
- D. Salesforce Trust website

Answer: C (LEAVE A REPLY)

NEW QUESTION: 3

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

Answer: B (LEAVE A REPLY)

NEW QUESTION: 4

A business school will implement Salesforce for its MBA recruitment and admissions.

Which two roles should participate in the Salesforce Center Excellence?

Choose 2 answers

- A. University technology vice president
- B. President of the university
- C. Recruitment and admissions leader
- D. Salesforce system admin

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 5

A university is implementing a student community and rolling it out to 20,000 students. The IT manager is concerned about the large increase in users accessing the system at any one time.

Which three steps should the consultant recommend?

Choose 3 answers

- A. Identify areas that may impact governor limits.
- B. Confirm the university has enough login licenses.
- C. Log a case with Salesforce Support to increase limits.
- D. Develop a Performance Testing Strategy.
- E. Use a third-party testing automation tool.

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

NEW QUESTION: 6

International Programs wants to track the emergency contacts for students who are studying abroad.

Which functionality should a consultant implement to meet this requirement?

- A. Household Accounts
- B. Relationships
- C. Success Teams
- D. Affiliations

Answer: C (LEAVE A REPLY)

NEW QUESTION: 7

The Executive Education department uses Salesforce to track sales of custom education programs to corporations and organizations. The department director needs to know the pipeline of custom programs.

How should the consultant meet this business requirement?

- A. Use an Opportunity report.
- B. Configure a list view.
- C. Create custom report type.
- D. Set up an Affiliations report.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 8

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. Nonprofit Success Pack
- B. Einstein Prediction Builder
- C. Tableau CRM
- D. Insights Platform Data Integrity

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

NEW QUESTION: 9

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

Which solution should the office consider?

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

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 10

A large online university uses Salesforce with the Education Data Architecture (EDA) to manage its operations. Its Salesforce environment has a large volume of records and it takes a long time to search and generate list views.

Which feature should the consultant use to resolve the issue?

- A. Table-Driven Trigger Management
- B. Data Loader error logs
- C. MuleSoft Anypoint Platform

D. Custom Index

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

NEW QUESTION: 11

A university wants to improve student retention by developing a tool for students to engage at scale, find answers to common questions and resources, and allow students to interact with student organizations.

What should a consultant recommend to meet this requirement?

- A. Interaction Studio
- B. Experience Cloud
- C. Pardot Engagement Studio
- D. Einstein Bots

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 12

Which object should be configured for all student and support staff interactions, activities, and assigned support staff?

- A. Advising Pools
- B. Account
- C. Relationships
- D. Case

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

NEW QUESTION: 13

An elementary school plans to implement the K-12 Architecture Kit in a new org. The school want to be able to send SMS messengers 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: 14

A school district needs to track special education student grades, attendance, and program enrollments and capture e-signatures from parents and legal guardians.

Which two solutions should the consultant recommend to meet the requirement?

Choose 2 answers.

- A. Third-party application
- B. K-12 Architecture Kit
- C. Salesforce CPQ

D. Nonprofit Success Pack

Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 15

The VP of Development is preparing to visit the university's top supporters. The VP wants to maximize travel time by prioritizing pledges. that are most likely to close.

Which reporting solution should the consultant recommend?

- A. Salesforce Maps
- B. Einstein Opportunity Scoring
- C. Opportunity Funnel Report
- D. Einstein Forecasting

Answer: B (LEAVE A REPLY)

NEW QUESTION: 16

A law school wants a recruitment and admissions system with a multichannel marketing tool, Admission officers want an application portal they can brand. Marketers want an integrated social listening tool.

Which solution set should the consultant recommend?

- A. Education Cloud, Elevate, Experience Cloud
- B. Education Cloud, Nonprofit Cloud, Marketing Cloud
- C. Education Cloud, MuleSoft, Anypoint Platform, Pardot
- D. Education Cloud, Experience Cloud, Marketing Cloud

Answer: D (LEAVE A REPLY)

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NEW QUESTION: 17

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. Full sandbox
- B. Developer Edition org

C. Partial Copy sandbox

D. Scratch org

Answer: (SHOW ANSWER)

NEW QUESTION: 18

A school district wants a free platform to instruct students on data visualization.

Which solution should the consultant recommend?

A. Student Success Hub

B. Tableau Public

C. Tableau CRM

D. Trailhead

Answer: B (LEAVE A REPLY)

NEW QUESTION: 19

A university needs an email marketing tool that all program staff can use for mass communications. Program staff need to send emails that list missing application items to students. The items are stored on a custom object in Salesforce. It is important that program staff only have access to their own department's marketing materials, leads, prospects, and templates.

Which solution should the consultant recommend?

A. Digital Engagement Messaging

B. Custom automation with an email alert

C. Salesforce Mass Email

D. Marketing Cloud

Answer: D (LEAVE A REPLY)

NEW QUESTION: 20

Recruiters want to visualize the number of prospective students at various stages in the recruitment process.

Which report chart should the consultant implement?

A. Opportunity Funnel report

B. Education History dashboard

C. Application Tabular report

D. Program Enrollment dashboard

Answer: C (LEAVE A REPLY)

NEW QUESTION: 21

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. App on the AppExchange

- B. Gift Entry Manager
- C. Elevate and Giving Pages
- D. Event Monitoring

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 22

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: ([SHOW ANSWER](#))

NEW QUESTION: 23

The director of finance needs a solution that aligns pledges and donations captured in Salesforce with Gift Entry Manager (GEM) with the institution's finance system.

Which solution should the consultant recommend to meet the requirement?

- A. Install Accounting Subledger.
- B. Install Outbound Fund Module.
- C. Use Salesforce Connect.
- D. Use the Bulk API.

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

NEW QUESTION: 24

A consultant for university has built customizations in a sandbox environment that is a different version from the production org.

What should the consultant do first to avoid any issues?

- A. Manually update the production org by installing the release update from Github.
- B. Deploy the customizations into the production org via change sets.
- C. Submit a case to Salesforce Support to update the production org.
- D. Package the customizations, refresh the sandbox and reinstall the customization.

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

NEW QUESTION: 25

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

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

NEW QUESTION: 26

What should a consultant recommend to a university that wants a successful Data Governance committee?

- A. Refer committee members to Trailhead.
- B. Set up a Salesforce Adoption Dashboard.
- C. Create a Center of Excellence queue.
- D. Use RACI matrix to define member roles.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 27

The Executive Education department plans to use the Education Data Architecture (EDA) for prospective and current students. The system admin wants to map prospects and students' employers to the standard Account field in Salesforce.

Which two actions should the consultant recommend instead? Choose 2 answers

- A. Populate the employer Affiliation record in the Primary Business Organization field.
- B. Select Administrative as the Default Account Model in EDA Settings.
- C. Select Organization as the Default Account Model in EDA Settings.
- D. Populate the employer Account record in the Primary Business Organization field.

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

NEW QUESTION: 28

A consultant is enabling Course Connections for the first time in the Education Data Architecture.

What should the consultant do first?

- A. Disable Course Enrollments.
- B. Run Course Connections Backfill.
- C. Set Record Types for Course Connections.
- D. Set up Course Offering Schedule.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 29

A university dean wants to refer students for summer engineering internships and requests a list of people who earned high final scores in the Intro to Civil Engineering class.

Which objects should the consultant include in the report?

- A. Term Grades with Contact
- B. Course Connections with Academic Program
- C. Program Enrollment with Contact
- D. Education History with Account

Answer: A (LEAVE A REPLY)

NEW QUESTION: 30

A consultant is designing a new Salesforce org that use the Education Data Architecture (EDA) for student service. The College wants to track which classes are taught by teaching assistants.

Which EDA object should the consultant use?

- A. Course Connection
- B. Course Offering
- C. Program Enrollment
- D. Term Grade

Answer: A (LEAVE A REPLY)

NEW QUESTION: 31

The Registrar's office has limited staff and is interested in a real-time automated Salesforce messaging solution that can address common student questions on deadlines and requirements, and provide links to resources.

Which two options should the consultant recommend to meet the requirement?

Choose 2 answers.

- A. Knowledge
- B. Queues
- C. Live Chat
- D. Bots

Answer: C,D (LEAVE A REPLY)

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NEW QUESTION: 32

Recruitment Staff want to use their university login when accessing Salesforce.

Which identity management feature should the consultant use?

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

Answer: D (LEAVE A REPLY)

NEW QUESTION: 33

A university has a centralized IT team and a committee that oversees data governance and change management. Recruiters want access to Corporate Relations data. Corporate Relations wants access to Executive Education information. The Alumni Relations office wants to work with every department.

Which Salesforce environment strategy should the consultant recommend?

- A. One Salesforce environment for Recruitment and a separate Salesforce environment for the other business units
- B. One Salesforce environment for Alumni Relations and a separate Salesforce environment for the other business units
- C. Separate Salesforce environments for each business unit
- D. One Salesforce environment for all business units

Answer: D (LEAVE A REPLY)

NEW QUESTION: 34

A university uses the Education Data Architecture (EDA) to manage its prospective and current students. The student Contact Mailing Address fields and records are populated in Salesforce through an integration with an external system.

What should the consultant recommend?

- A. Disable all EDA and custom Trigger Handler records.
- B. Set record-level trigger firing based on the Account record type.
- C. Disable address-related Trigger Handler records.
- D. Set the Default Account Model to Administrative.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 35

A consultant needs to import a large volume of records into a university's Salesforce production environment that has the Education Data Architecture (EDA). The import file

already defines Account and Address information. The university's environment has a private sharing model and several sharing rules.

Which two temporary actions should the consultant take before importing the data?

- A. Change the account model to Household
- B. Change the sharing model to Public Read/Write
- C. Disable sharing rules using TDTM.
- D. Disable unnecessary code using TDTM.

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 36

The new director of Admissions plans to use Salesforce for its recruitment and admissions process. The director wants to increase the school's ranking and application yield by 15%. The President's Office and dean are supportive and ready to launch the project.

What should the consultant confirm?

- A. The director has leadership support for the project.
- B. The director has end-user support for the project.
- C. The project has a specific vision.
- D. The project has a measurable goal.

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

NEW QUESTION: 37

A college wants to expand its existing Salesforce environment to include adviser Link. Students will need to create and edit appointments with their advisor.

Which two Customer Community licenses can be used with Advisor Link?

- A. Customer Community
- B. Customer Community Plus
- C. Customer Community Plus Login
- D. Customer Community login

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

NEW QUESTION: 38

Staff in Continuing and Professional Education use Salesforce and Pardot for marketing and management of its certificate programs. Staff occasionally need to view course payment information that they can access in a separate transaction system. The system admin wants Salesforce to contain only CRM data for reports and automation.

Which data management strategy should the consultant recommend for course payment information?

- A. Manage course payments in the transaction system and Pardot.
- B. Manage course payments in the transaction system.
- C. Migrate course payments to Pardot and Salesforce.
- D. Integrate course payments from Salesforce to the transaction system.

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

NEW QUESTION: 39

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

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

NEW QUESTION: 40

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. Set Account and Contact's to public Read/Write before the data load.
- C. Set Account and Contact's sharing to private before the data load.
- D. Disable all TDTM trigger Handlers before the data load.

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

NEW QUESTION: 41

The Advancement office is replacing its old CRM system with Salesforce.

After creating its technology roadmap and fundraising timeline, the new Salesforce environment may go live during a major capital fundraising campaign.

Which critical factor should the consultant identify?

- A. Technical complexity
- B. Staff cross-training
- C. Resource availability
- D. Cost of the implementation

Answer: ([SHOW ANSWER](#))

NEW QUESTION: 42

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. Business objectives
- C. Metric identification
- D. Capacity to administer

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

NEW QUESTION: 43

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

Answer: ([SHOW ANSWER](#))

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