

### E DU CATION-CLOUD-CONSULTANT<sup>Q&As</sup>

Salesforce Certified Education Cloud Consultant

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#### **QUESTION 1**

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

Correct Answer: A

#### **QUESTION 2**

The university Development office wants to present social media ads to constituents who demonstrate low engagement is email campaigns. The department uses Marketing Cloud Corporate Edition for Campaign management. Which Marketing Cloud product should the consultant recommend?

- A. Advertising Studio
- B. Social Studio
- C. Interaction Studio
- D. Email Studio

Correct Answer: B

#### **QUESTION 3**

A university\\'s Advancement office plans to implement the Education Data Architecture to manage its alumni, donors, and supporters. The university wants to set up a system default that willautomatically create a family record when a Contact record is created by staff members.

Which Default Account Model should the consultant recommend?

- A. Household
- B. Administrative
- C. Educational Institution
- D. Person

Correct Answer: A



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#### **QUESTION 4**

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. Populate the employer Account record in the Primary Business Organization field.
- D. Select Organization as the Default Account Model in EDA Settings.

Correct Answer: CD

#### **QUESTION 5**

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. Opportunity Funnel Report
- C. Einstein Forecasting
- D. Einstein Opportunity Scoring

Correct Answer: D

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