

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

Salesforce Certified Education Cloud Consultant

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Which solution should consultant recommend?

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#### **QUESTION 1**

Major gift officers at an institution are feeling overwhelmed by the large set of portfolios they have manage. They want to send mass emails to constituents in their territories and automate donor prospect prioritization based on engagement and specified criteria.

A. foundationConnect
B. Salesforce Inbox
C. Pardot
D. Marketing Cloud
Correct Answer: D
QUESTION 2
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. Use the Bulk API.
B. Use Salesforce Connect.
C. Install Accounting Subledger.
D. Install Outbound Fund Module.
Correct Answer: C

#### **QUESTION 3**

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 Salesforceenvironment. Which two actions should the consultant take?

- A. Set Account and Contact\\'s to public Read/Write before the data load.
- B. Set Account and Contact\\'s sharing to private before the data load.
- C. Load record owners after the Account and Contact data load is complete.
- $\ensuremath{\mathsf{D}}.$  Disable all TDTM trigger Handlers before the data load.

Correct Answer: BD



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

Correct Answer: C

#### **QUESTION 5**

The Advancement officewants to replace its legacy system with Salesforce and has hired a consultant to help them build a CRM Strategy. What are two recommendations the consultant should make to meet this requirement?

- A. Define organizational objectives.
- B. Start solution designduring a discovery session.
- C. Implement Nonprofit Success Pack.
- D. Prioritize the organization\\'s initiatives.

Correct Answer: AB

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