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Salesforce Certified Education Cloud Consultant Sample Questions (Q215-Q220):

NEW QUESTION # 215

The advancement team uses Salesforce for its fundraising operations. The team wants a tool to help determine whether they will meet the campaign goal.

Which analytics tool should the consultant recommend?

- A. Tableau Prep Conductor
- **B. Einstein Prediction Builder**
- C. Campaign Influence

Answer: B

Explanation:

The consultant should recommend Einstein Prediction Builder for the advancement team to create a tool that helps determine whether they will meet the campaign goal. Einstein Prediction Builder allows users to create custom predictions based on their Salesforce data, such as predicting the likelihood of a donor giving a certain amount or reaching a certain level of engagement. Campaign Influence is a feature that tracks how campaigns influence opportunities, not campaign goals. Tableau Prep Conductor is a tool that automates and schedules data preparation flows, not predictions. Reference:

https://help.salesforce.com/s/articleView?id=sf.bi_einstein_prediction_builder.htm&type=5

https://help.salesforce.com/s/articleView?id=sf.campaigns_influence.htm&type=5

https://help.tableau.com/current/prep/en-us/prep_conductor.htm

NEW QUESTION # 216

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

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

Answer: A

Explanation:

The consultant should recommend to use a RACI matrix to define member roles for a university that wants a successful Data Governance committee. A RACI matrix is a tool that clarifies the roles and responsibilities of different stakeholders in a project or a process, using four categories: Responsible, Accountable, Consulted, and Informed. A RACI matrix can help the university have a successful Data Governance committee by defining and communicating who is responsible for making decisions, who is accountable for ensuring quality and compliance, who is consulted for providing input or feedback, and who is informed about the outcomes or changes related to data governance. Creating a Center of Excellence queue, setting up a Salesforce Adoption Dashboard, or referring committee members to Trailhead are not recommendations for a university that wants a successful Data Governance committee. Reference:

https://www.salesforce.org/wp-content/uploads/2019/03/Education_Cloud_COE_Guide.pdf

<https://trailhead.salesforce.com/en/content/learn/modules/project-management-basics/project-management-basics-raci>

NEW QUESTION # 217

A customer wants to learn more about Salesforce.org solutions built by the community.

What are two resources a consultant can recommend?

Choose 2 answers.

- **A. Power of Us Hub Group: CumulusCI (CCI)**
- **B. Power of Us Hub Group: Open Source Commons & Community Sprints**
- C. Product Documentation: Get Started with Open Source Commons

- D. Product Documentation: Is a Pro Bono Project the Right Fit

Answer: A,B

Explanation:

The Power of Us Hub Group: CumulusCI (CCI) and the Power of Us Hub Group: Open Source Commons & Community Sprints are two resources that the consultant can recommend to learn more about Salesforce.org solutions built by the community. CumulusCI is a tool that helps developers build, test, and deploy Salesforce.org solutions using a standardized process. Open Source Commons & Community Sprints are events where community members collaborate on building and improving Salesforce.org solutions. Product Documentation: Is a Pro Bono Project the Right Fit and Product Documentation: Get Started with Open Source Commons are not resources that teach about Salesforce.org solutions built by the community, but rather resources that help customers decide whether to apply for a pro bono project or join the Open Source Commons program. Reference:
<https://powerofus.force.com/s/group/0F980000000CjQOCA0/cumulusci-cci>
<https://powerofus.force.com/s/group/0F980000000CjQSCA0/open-source-commons-community-sprints>

NEW QUESTION # 218

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

Answer: A

Explanation:

Einstein Prediction Builder is a Salesforce solution that the consultant can recommend to automatically create a supporters' score based on their donation amount, giving capacity, giving history, and relationship type to the university. Einstein Prediction Builder allows the consultant to create custom predictive models without code, using fields from any object as inputs and outputs. Tableau CRM, Nonprofit Success Pack, and Insights Platform Data Integrity are not Salesforce solutions that can create a supporters' score based on the given criteria. Reference:
https://help.salesforce.com/s/articleView?id=sf:bi_prediction_builder_overview.htm&type=5
https://trailhead.salesforce.com/en/content/learn/modules/prediction_builder_basics

NEW QUESTION # 219

An institution's Admissions office needs a solution to help recruiters manage their travel, including route planning. The office also wants the ability to identify students' locations so they can be invited to a recruitment event. Which solution should the consultant recommend to meet these requirements?

- **A. Salesforce Maps**
- B. Field Service
- C. Territory Management

Answer: A

Explanation:

The consultant should recommend Salesforce Maps as a solution to help recruiters manage their travel, including route planning, and identify students' locations so they can be invited to a recruitment event for the institution's Admissions office. Salesforce Maps is a product that allows users to optimize their territories, routes, and schedules based on geographic data and insights. Salesforce Maps can help recruiters manage their travel, including route planning, and identify students' locations so they can be invited to a recruitment event by using features such as Live Tracking, Route Optimization, Geocoding, or Map Layers. Field Service, Territory Management, or Marketing Cloud are not solutions that can help recruiters manage their travel, including route planning, and identify students' locations so they can be invited to a recruitment event for the institution's Admissions office. Reference:
<https://www.salesforce.com/products/maps/overview/>
<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-maps-basics>

NEW QUESTION # 220

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