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## Salesforce Certified Education Cloud Consultant Exam Sample Questions (Q68-Q73):

### NEW QUESTION # 68

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

**Answer: C**

Explanation:

Campaign influence is a feature that the consultant can recommend to measure campaign effectiveness, return on investment, and Opportunity conversion using standard Salesforce functionality. Campaign influence allows the marketing department to track how multiple campaigns have influenced an Opportunity, and assign a percentage of credit to each campaign. Campaign influence also provides reports and dashboards that show the impact of campaigns on revenue and pipeline. Campaign member, parent campaigns, and campaign hierarchy are not features that can measure campaign effectiveness, return on investment, and Opportunity conversion.

References:

[https://help.salesforce.com/s/articleView?id=sf.campaigns\\_influence.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.campaigns_influence.htm&type=5)

<https://trailhead.salesforce.com/en/content/learn/modules/campaign-basics/campaign-basics-influence>

### NEW QUESTION # 69

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. Education History
- C. Relationship
- D. Program Enrollment

**Answer: D**

Explanation:

Program Enrollment is an object in EDA that indicates a student's primary course of study or major. Program Enrollment is an object that represents a junction between a Contact and a Program Plan. Program Enrollment can be used to track various information about a student's course of study, such as status, start date, end date, or level. The consultant can create a Program Enrollment record for each student and associate it with their primary course of study or major. Education History, Relationship, and Program Plan Requirement are not objects in EDA that indicate a student's primary course of study or major. Reference:

<https://powerofus.force.com/s/article/EDA-Program-Enrollments>

<https://powerofus.force.com/s/article/EDA-Program-Enrollments-Create>

### NEW QUESTION # 70

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

**Answer: C**

Explanation:

Nonprofit Success Pack (NPSP) is a solution that the consultant can recommend to meet the requirement of extending EDA org to support fundraising needs. NPSP is built on top of EDA and provides features such as donations management, gift processing, donor engagement, and reporting. Gift Entry Manager, Giving Pages, and Elevate are not solutions that can extend EDA org to support fundraising needs, but rather tools that can work with NPSP to enhance the fundraising experience. Reference:

<https://www.salesforce.org/education/education-cloud-for-advancement/>

<https://www.salesforce.org/nonprofit/nonprofit-success-pack/>

### NEW QUESTION # 71

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. App on the AppExchange**
- B. Education Data Architecture
- C. Pardot
- D. SocialStudio

**Answer: A**

Explanation:

An app on the AppExchange is a solution that the consultant can recommend to meet the requirement of sending SMS messages to parents. An app on the AppExchange is an application that provides additional features and solutions for Salesforce. There are many apps on the AppExchange that offer SMS messaging capabilities, such as sending and receiving text messages, automating SMS campaigns, and tracking SMS analytics. The consultant can help the elementary school choose an app that meets their needs and budget.

Pardot, Social Studio, and Education Data Architecture are not solutions that can send SMS messages to parents. References:

<https://appexchange.salesforce.com/appxStore?type=App & keyword=sms>

[https://trailhead.salesforce.com/en/content/learn/modules/appexchange\\_basics](https://trailhead.salesforce.com/en/content/learn/modules/appexchange_basics)

### NEW QUESTION # 72

The university Development office wants to present social media ads to constituents who demonstrate low engagement in email campaigns. The department uses Marketing Cloud Corporate Edition for Campaign management.

Which Marketing Cloud product should the consultant recommend?

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

**Answer: C**

Explanation:

Advertising Studio is a Marketing Cloud product that the consultant can recommend to help the Advancement office present social media ads to constituents who demonstrate low engagement in email campaigns. Advertising Studio is a product that allows users to create and manage advertising campaigns on various social media platforms, such as Facebook, Instagram, Twitter, or LinkedIn. Advertising Studio also integrates with Marketing Cloud Corporate Edition, so users can leverage their email subscriber data to target and retarget audiences with relevant ads. Social Studio, Interaction Studio, and Email Studio are not Marketing Cloud products that can help the Advancement office present social media ads to constituents who demonstrate low engagement in email

campaigns.

## NEW QUESTION # 73

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