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Salesforce Certified Education Cloud Consultant Sample Questions (Q23-Q28):

NEW QUESTION # 23

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 # 24

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, MuleSoft, Anypoint Platform, Pardot
- **C. Education Cloud, Experience Cloud, Marketing Cloud**
- D. Education Cloud, Nonprofit Cloud, Marketing Cloud

Answer: C

Explanation:

The consultant should recommend Education Cloud, Experience Cloud, and Marketing Cloud as a solution set to meet the requirement of having a multichannel marketing tool, an application portal they can brand, and an integrated social listening tool for the law school. Education Cloud is a product that provides solutions for higher education institutions to manage their recruitment, admissions, student success, and advancement processes. Experience Cloud is a product that allows users to create and manage digital experiences for customers, partners, or employees on any device or channel. Marketing Cloud is a product that allows users to create and manage personalized and targeted marketing campaigns for customers or prospects. The consultant can help the law school leverage Education Cloud, Experience Cloud, and Marketing Cloud to create a branded application portal, engage with prospects across multiple channels, and monitor social media conversations. Education Cloud, MuleSoft Anypoint Platform, Pardot; Education Cloud, Elevate, Experience Cloud; or Education Cloud, Nonprofit Cloud, Marketing Cloud are not solution sets that can meet the requirement of having a multichannel marketing tool, an application portal they can brand, and an integrated social listening tool for the law school. Reference:

<https://www.salesforce.org/products/education-cloud/overview/>

<https://www.salesforce.com/products/experience-cloud/overview/>

<https://www.salesforce.com/products/marketing-cloud/overview/>

NEW QUESTION # 25

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. Resource availability**
- B. Cost of the implementation
- C. Staff cross-training

- D. Technical complexity

Answer: A

Explanation:

The consultant should identify resource availability as a critical factor for the Advancement office's new Salesforce environment going live during a major capital fundraising campaign. Resource availability refers to the amount and type of resources that are needed and available for a project, such as staff, time, budget, or equipment. Resource availability is a critical factor for the Advancement office's new Salesforce environment going live during a major capital fundraising campaign, because it can affect the project scope, timeline, quality, and success. The consultant should assess and plan for resource availability to ensure that the project can be completed and delivered without compromising the fundraising campaign. Technical complexity, staff cross-training, and cost of the implementation are not critical factors for the Advancement office's new Salesforce environment going live during a major capital fundraising campaign. 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-plan>

NEW QUESTION # 26

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

Which solution should the consultant recommend?

- A. Trailhead
- B. Tableau CRM
- **C. Tableau Public**
- D. Student Success Hub

Answer: C

Explanation:

Tableau Public is a solution that the consultant can recommend to meet the requirement of providing a free platform to instruct students on data visualization. Tableau Public is a product that allows users to create and share interactive data visualizations online, using various types of data sources and charts. Tableau Public is free and accessible to anyone who wants to learn data visualization skills and techniques. Tableau CRM, Student Success Hub, and Trailhead are not solutions that can provide a free platform to instruct students on data visualization. Reference:

<https://public.tableau.com/en-us/s/>

<https://www.tableau.com/academic/students>

NEW QUESTION # 27

The Alumni Association is interested in using Education Cloud to support its operations. The Association tracks what engages alumni and their hobbies.

Which Education Cloud feature should the consultant recommend?

- A. Relationships
- B. Activity Timeline
- **C. Interest Tags**

Answer: C

Explanation:

Tracking Engagement and Hobbies:

Interest Tags in Education Cloud allow the tracking of specific interests and hobbies of alumni.

This feature helps in understanding what engages alumni and can be used to tailor communications and activities.

Setting Up Interest Tags:

Define Interest Tags: Create tags that represent different interests and hobbies.

Assign Tags: Assign these tags to alumni based on their interests and engagement history.

Utilizing Interest Tags:

Segmentation: Use Interest Tags to segment alumni for targeted communications and events.

Personalized Outreach: Tailor outreach efforts based on the specific interests and hobbies tracked by the tags.

Implementation Steps:

Configure Tags: Set up and define the tags in the system.

Data Entry: Tag alumni with the appropriate interests.

Analyze Engagement: Use reports and analytics to understand the impact of interest-based engagement.

Reference:

Salesforce Education Cloud Documentation: Interest Tags

NEW QUESTION # 28

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