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Salesforce Certified Education Cloud Consultant Sample Questions (Q108-Q113):

NEW QUESTION # 108

A Recruitment office wants to use Pardot and Salesforce with the Education Data Architecture (EDA) to manage campaigns and track prospective students.

Which compatibility consideration should the consultant discuss with the office?

- A. The Do Not Contact TDTM record must be disabled.
- **B. EDA requires custom automation for lead conversion.**
- C. Pardot is incompatible with the Household account model.
- D. Pardot can only create Leads and Contacts.

Answer: B

Explanation:

The consultant should discuss with the Recruitment office that EDA requires custom automation for lead conversion as a compatibility consideration for using Pardot and Salesforce with EDA. Lead conversion is a process that converts a Lead record into an Account, a Contact, and an Opportunity record in Salesforce. EDA does not support the standard lead conversion process in Salesforce, because it uses different account models and objects to store information about individuals and organizations. The consultant should create custom automation for lead conversion, such as using Process Builder, Flow, or Apex, to map the Lead fields to the appropriate EDA fields and objects. Pardot being incompatible with the Household account model, the Do Not Contact TDTM record needing to be disabled, or Pardot being able to create only Leads and Contacts are not compatibility considerations for using Pardot and Salesforce with EDA. Reference:

<https://powerofus.force.com/s/article/EDA-Lead-Conversion>

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

NEW QUESTION # 109

An Admissions office is interested in evaluating historical trends of its applicants to get greater insights on its applications yield and melt.

What should the consultant advise?

- A. Create a custom report type.
- **B. Use the Admissions Connect Tableau Accelerator.**
- C. Leverage the existing sample reports.

Answer: B

Explanation:

The consultant should advise to use the Admissions Connect Tableau Accelerator to evaluate historical trends of its applicants and get greater insights on its applications yield and melt for the Admissions office. The Admissions Connect Tableau Accelerator is a tool that provides pre-built dashboards and reports for Admissions Connect users to analyze their data and metrics. The Admissions Connect Tableau Accelerator can help the Admissions office evaluate historical trends of its applicants and get greater insights on its applications yield and melt by using features such as funnel analysis, cohort analysis, or geographic analysis. Leveraging the existing sample reports, creating a custom report type, or using Data Studio to process old data are not ways to evaluate historical trends of its applicants and get greater insights on its applications yield and melt for the Admissions office. Reference:

<https://www.salesforce.org/products/admissions-connect/overview/>

<https://www.salesforce.org/wp-content/uploads/2021/06/Salesforce.org-Admissions-Connect-Tableau-Accelerator.pdf>

NEW QUESTION # 110

An institution wants to consolidate efforts to track online engagement for its annual Giving Day on Facebook, Twitter, and Instagram.

Which solution meets this requirement?

- A. Campaign Influence
- **B. Marketing Cloud**

- C. Salesforce Inbox

Answer: B

Explanation:

The consultant should recommend Marketing Cloud as a solution to meet the requirement of consolidating efforts to track online engagement for its annual Giving Day on Facebook, Twitter, and Instagram for the institution. Marketing Cloud is a product that allows users to create and manage personalized and targeted marketing campaigns for customers or prospects. Marketing Cloud can help the institution consolidate efforts to track online engagement for its annual Giving Day on Facebook, Twitter, and Instagram by using features such as Social Studio, Social Listening, or Social Analytics. Campaign Influence, Salesforce Inbox, or Pardot are not solutions that can meet the requirement of consolidating efforts to track online engagement for its annual Giving Day on Facebook, Twitter, and Instagram for the institution. Reference:

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

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

NEW QUESTION # 111

An elementary school wants to implement an out-of-the-box solution to track enrollments by grade. Which solution should the consultant recommend?

- A. Education Data Architecture
- B. Nonprofit Success Pack
- **C. K-12 Architecture Kit**
- D. Program Management Module

Answer: C

Explanation:

The consultant should recommend K-12 Architecture Kit as an out-of-the-box solution to track enrollments by grade for the elementary school. K-12 Architecture Kit is a solution that extends EDA to meet the needs of K-12 schools. K-12 Architecture Kit provides objects and features to track student information, such as grades, attendance, and program enrollments. The consultant can help the elementary school configure and customize K-12 Architecture Kit to track enrollments by grade using features such as Grade Enrollment or Grade Level. Nonprofit Success Pack, Education Data Architecture, and Program Management Module are not out-of-the-box solutions to track enrollments by grade for the elementary school. Reference:

<https://github.com/SalesforceFoundation/k12-architecture-kit>

<https://powerofus.force.com/s/article/K12-Architecture-Kit>

NEW QUESTION # 112

A university plans to implement Advisor Link for approximately 90,000 students. The university needs to populate data from the student information system (SIS) to Salesforce. The data exported from SIS needs to be automatically modified to correspond to values in Salesforce.

Which integration approach should the consultant recommend?

- A. Salesforce Data Import Wizard
- B. Lightning Connect
- C. Salesforce Data Loader
- **D. ETL tool**

Answer: D

Explanation:

An ETL tool is an integration approach that the consultant should recommend to populate data from the SIS to Salesforce, and automatically modify the data to correspond to values in Salesforce. An ETL tool is a software application that can extract, transform, and load data from one system to another. An ETL tool can perform data transformations such as mapping, filtering, sorting, and aggregating, to ensure that the data from the SIS matches the values in Salesforce. Lightning Connect, Salesforce Data Import Wizard, and Salesforce Data Loader are not integration approaches that can automatically modify the data to correspond to values in Salesforce. Reference:

[https://developer.salesforce.com/docs/atlas.en-](https://developer.salesforce.com/docs/atlas.en-us.integration_patterns_and_practices.meta/integration_patterns_and_practices/integ_pat_what_is_etl.htm)

[us.integration_patterns_and_practices.meta/integration_patterns_and_practices/integ_pat_what_is_etl.htm](https://developer.salesforce.com/docs/atlas.en-us.integration_patterns_and_practices.meta/integration_patterns_and_practices/integ_pat_what_is_etl.htm)

<https://trailhead.salesforce.com/en/content/learn/modules/data-integration-strategies>

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