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The Salesforce Certified Education Cloud Consultant (ED-Con-101) certification is a valuable credential that every Salesforce professional should earn it. The Salesforce Certified Education Cloud Consultant (ED-Con-101) certification exam offers a great opportunity for beginners and experienced professionals to demonstrate their expertise. With the Salesforce Certified Education Cloud Consultant (ED-Con-101) certification exam everyone can upgrade their skills and knowledge. There are other several benefits that the Salesforce ED-Con-101 exam holders can achieve after the success of the Salesforce Certified Education Cloud Consultant (ED-Con-101) certification exam.

Salesforce Certified Education Cloud Consultant Sample Questions (Q199-Q204):

NEW QUESTION # 199
A university has hired a consultant to help it plan the campus's enterprise roadmap for Salesforce. The CIO wants to use a single. Salesforce org across the university and is interested in learning more about the Education Data Architecture (EDA). The university has two existing Salesforce orgs, one uses Person Accounts, and the other org uses a custom data architecture.
What should the consultant do first lo assess the situation?

- A. Submit a Salesforce Support case to merge orgs.
- B. Install EDA into one of the production environments.
- C. Create a new Salesforce org using EDA as the foundation.
- D. Document solution requirements from the groups involved.

Answer: D

Explanation:
The first thing that the consultant should do to assess the situation is to document solution requirements from the groups involved. This will help the consultant understand the current state, pain points, goals, and needs of each group that uses or will use Salesforce, and how they relate to each other. This will also help the consultant determine whether EDA is a suitable solution for all groups, or

whether some customization or integration is needed. Submitting a Salesforce Support case to merge orgs, installing EDA into one of the production environments, and creating a new Salesforce org using EDA as the foundation are not good first steps, because they do not involve gathering requirements from the stakeholders, and they may cause data loss or disruption. Reference: https://trailhead.salesforce.com/en/content/learn/modules/education-cloud-basics/education-cloud-basics-discovery https://powerofus.force.com/s/article/EDA-Migrate

NEW QUESTION # 200
A university plans to implement Salesforce. The project lead is drafting a communication plan and has asked the consultant to provide examples of communications to send after implementation.
Which communication example should a consultant recommend?

- A. Teaser email
- B. Project sponsor profile
- C. User contest

Answer: C

Explanation:
User contest and post go-live recap are two communication examples that the consultant can recommend to send after implementation. User contest is a type of communication that encourages users to participate in a competition or a challenge related to using Salesforce, such as completing a certain number of tasks, earning badges on Trailhead, or submitting feedback or ideas. User contest can help increase user engagement, adoption, and satisfaction with Salesforce. Post go-live recap is a type of communication that summarizes the results and outcomes of the implementation project, such as key achievements, lessons learned, success stories, or next steps. Post go-live recap can help celebrate the project completion, acknowledge the project team and stakeholders, and provide guidance for future improvements. Teaser email and project sponsor profile are two communication examples that the consultant can recommend to send before implementation. Reference: https://www.salesforce.org/wp-content/uploads/2019/03/Education_Cloud_COE_Guide.pdf https://trailhead.salesforce.com/en/content/learn/modules/change_management/change_management_communicate

NEW QUESTION # 201
University Investment Services (UIS) is an internal department that manages the university endowment through financial investments. It operates independently of the university and only works with investment companies and financial institutions. UIS is interested in a CRM that will track investment companies, its company Contacts. Leads, Opportunities, and Activities.
Which solution should the consultant recommend?

- A. Education Data Architecture
- B. Sales Cloud
- C. Financial Services Cloud

Answer: C

Explanation:
Financial Services Cloud is a Salesforce solution that is designed for the financial services industry, including wealth and asset management, banking, and insurance1. Financial Services Cloud provides features and functionality that are tailored to the needs of UIS, such as:
Tracking investment companies and their contacts as financial accounts and account members2.
Managing leads, opportunities, and activities with standard Salesforce objects and tools3.
Leveraging Einstein AI to surface insights and recommendations for investment opportunities4.
Integrating with core financial systems and data sources using prebuilt connectors and accelerators5.
Sales Cloud is a general-purpose CRM solution that does not have the specific features and functionality for the financial services industry6. Education Data Architecture (EDA) is a Salesforce solution that is designed for the education sector, including K-12 and higher education institutions7. EDA does not have the specific features and functionality for the financial services industry either.
Reference:
1: Financial Services Cloud Overview - Salesforce8
2: Financial Services Cloud Data Model - Salesforce
3: Financial Services Cloud User Guide - Salesforce
4: Einstein for Financial Services Cloud - Salesforce
5: Financial Services Cloud Integration Guide - Salesforce
6: Sales Cloud Overview - Salesforce

NEW QUESTION # 202

A business school plans a phased Salesforce implementation for its MBA program, Executive Education, Career Advising, and ..
* Executive Education data is largely managed in its own system
* The MBA program is managed in a custom admission system that is integrated will the student information System (SIS)
* Career Advising and Alumni Relations share systems with other university departments
* The consultant has recommended a "crawl, walk, run" strategy
Which department should the consultant recommend for the initial "crawl" phase?

- A. Executive Education
- B. MBA program
- C. Career Advising

Answer: B

Explanation:
The MBA program is the best candidate for the initial "crawl" phase because it already has a custom admission system that is integrated with the SIS, which can be leveraged for Salesforce implementation. Executive Education data is largely managed in its own system, which may require more complex integration or migration. Career Advising and Alumni Relations share systems with other university departments, which may involve more stakeholders and dependencies. Reference:
https://trailhead.salesforce.com/en/content/learn/modules/education-cloud-basics/education-cloud-implementation
https://trailhead.salesforce.com/en/content/learn/modules/education-cloud-basics/education-cloud-integrations

NEW QUESTION # 203

A university is planning an enterprise-wide implementation of Education Cloud. It has asked the consultant to do an analysis of Education Cloud functionality to identify additional apps it may need to purchase.
What is a standard feature of Education Cloud?

- A. Student Advising
- B. Event Management
- C. Order Management

Answer: A

Explanation:
Salesforce Education Cloud is designed to meet the needs of educational institutions, providing a comprehensive set of features to manage student lifecycle, from recruitment to alumni engagement. A standard feature of Education Cloud is Student Advising, which helps institutions offer personalized support and guidance to students throughout their academic journey. This functionality includes tracking student progress, scheduling advising sessions, and providing insights into student performance and needs.
Reference:
Salesforce Education Cloud Overview
Student Success Hub for Higher Education

NEW QUESTION # 204

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