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Salesforce Certified Education Cloud Consultant Sample Questions (Q192-Q197):

NEW QUESTION # 192

A school wants to use the K-12 Architecture Kit to track elementary students and their parents. Which consideration about the K-12 Architecture Kit should the consultant discuss with the school?

- A. It is built on Nonprofit Success Pack.
- B. It requires Experience Cloud.

- C. It is built on the Education Data Architecture.

Answer: A

Explanation:

The consultant should discuss with the school that K-12 Architecture Kit is built on Nonprofit Success Pack as a consideration about K-12 Architecture Kit when using it to track elementary students and their parents. K-12 Architecture Kit is a product that provides a flexible and scalable data architecture for K-12 schools to manage their student lifecycle. K-12 Architecture Kit is built on Nonprofit Success Pack, which is a product that provides a data architecture for nonprofit organizations to manage their constituents and donors. K-12 Architecture Kit extends Nonprofit Success Pack by adding objects and features such as Contacts, Accounts, Relationships, Affiliations, Attendance Events, or Behavior Responses. The consultant should discuss with the school that K-12 Architecture Kit is built on Nonprofit Success Pack as a consideration about K-12 Architecture Kit when using it to track elementary students and their parents by explaining the benefits and challenges of using Nonprofit Success Pack for a K-12 school, such as data model, terminology, or configuration. It requires Experience Cloud, it is built on EDA, or it is built on Admissions Connect are not considerations about K-12 Architecture Kit that the consultant should discuss with the school when using it to track elementary students and their parents. Reference:

<https://www.salesforce.org/products/k-12-architecture-kit/overview/>

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

NEW QUESTION # 193

A university works with business professionals through a continuing education program. Corporate recruiters work with employers to sponsor these programs.

Which object should recruiters use to track the progress of sponsorship requests?

- **A. Opportunity**
- B. Program Plan
- C. Affiliation
- D. Campaign

Answer: A

Explanation:

Opportunity is an object that recruiters should use to track the progress of sponsorship requests. Opportunity is an object that represents a potential sale or revenue source for an organization, such as a donation, grant, or sponsorship. Opportunity can be used to track various information about a sponsorship request, such as amount, stage, probability, or close date. Campaign, Program Plan, and Affiliation are not objects that recruiters should use to track the progress of sponsorship requests. Reference:

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

https://trailhead.salesforce.com/en/content/learn/modules/nonprofit_fundraising/nonprofit_fundraising_opportunities

NEW QUESTION # 194

The director of graduate recruitment is interested in Education Cloud. Recruitment staff need to access Opportunity and Campaign Member information about students. The IT director is concerned about cost and suggests using other license types for recruitment users.

What should the consultant discuss with the client?

- A. The business user case requires a Lightning Platform Plus license.
- **B. The business user case requires a full Salesforce license.**
- C. Unlimited Edition requires a full Salesforce license.
- D. Education Data Architecture requires a Community license.

Answer: B

Explanation:

The consultant should discuss with the client that the business user case requires a full Salesforce license, not other license types. A full Salesforce license allows users to access standard CRM functionality, such as Accounts, Contacts, Opportunities, and Campaigns. This is what the recruitment staff need to access Opportunity and Campaign Member information about students. Other license types, such as Lightning Platform or Community licenses, have limited access to CRM functionality and may not meet the business user case. Reference:

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

NEW QUESTION # 195

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 with 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. Career Advising
- **B. MBA program**
- C. Executive Education

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 # 196

A consultant is designing a new Salesforce org that uses the Education Data Architecture (EDA) for student service. The College wants to track which classes are taught by teaching assistants.

Which EDA object should the consultant use?

- **A. Course Connection**
- B. Program Enrollment
- C. Course Offering
- D. Term Grade

Answer: A

Explanation:

Course Connection is an EDA object that the consultant should use to track which classes are taught by teaching assistants. Course Connection is an object that represents a junction between a Contact and a Course Offering. Course Connection can be used to track various types of roles, such as student, teacher, or teaching assistant. The consultant can create a custom picklist value for teaching assistant on the Course Connection object and associate it with the Contacts who teach classes. Course Offering, Term Grade, and Program Enrollment are not EDA objects that can track which classes are taught by teaching assistants. Reference:

<https://powerofus.force.com/s/article/EDA-Course-Connections>

<https://powerofus.force.com/s/article/EDA-Course-Connections-Create>

NEW QUESTION # 197

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