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**CON 1100V FINAL EXAM PREP
2025/2026 ACCURATE QUESTIONS
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<NEWEST VERSION>**

1. Uniform Contract Format (UCF) is: - ANSWER ✓ a standardized structure used to facilitate preparation of solicitations and contracts.
2. UCF is used for: - ANSWER ✓ 1. FAR Pt 14 - Sealed Bidding
FAR Pt 15 - Contracting by Negotiation
3. Sealed Bidding is: - ANSWER ✓ a method of contracting that utilizes competitive bids, public openings, and awards. (FAR 14.101)
4. Contracting by Negotiation is: - ANSWER ✓ a method of contracting that uses OTHER than sealed bidding procedures. (FAR 15.000)
5. When must the government promote competition in solicitations? - ANSWER ✓ Unless an exception applies or otherwise is expressly stated authorized by statute, contracting officers must promote and provide for full and open competition in soliciting offers and awarding government contracts.
6. What are the seven exceptions to competition? - ANSWER ✓ 1) Only one responsible source and no other supplies or service will satisfy agency requirements

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Salesforce Certified Education Cloud Consultant Sample Questions (Q71-Q76):

NEW QUESTION # 71

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

Answer: B

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 # 72

University Advancement staff are required to authenticate to internal systems both by logging in with a username and password and by authenticating via an app on their phone.

Which identity management feature should the consultant recommend to meet this requirement?

- **A. Multi-factor authentication**
- B. Social sign-on
- C. Single sign-on
- D. Connected apps

Answer: A

Explanation:

Multi-factor authentication is an identity management feature that the consultant can recommend to meet the requirement of authenticating to internal systems both by logging in with a username and password and by authenticating via an app on their phone. Multi-factor authentication is a feature that adds an extra layer of security to the login process by requiring users to verify their identity using a second factor, such as a mobile app, a security key, or an email link. Multi-factor authentication can help prevent unauthorized access and protect sensitive data. Single sign-on, connected apps, and social sign-on are not identity management features that require users to authenticate to internal systems both by logging in with a username and password and by authenticating via an app on their phone. Reference:

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

https://trailhead.salesforce.com/en/content/learn/modules/identity_login/identity_login_mfa

NEW QUESTION # 73

A consultant is working on an Advisor Link implementation for the undergraduate Advising departments. Advisors must be able to view a student's classes, track milestones, set student meetings, and integrate meetings with their Outlook calendar. The Advising department wants to know which functionality is included with Advisor Link and whether a third-party application is necessary.

Which function may require a third-party app?

- A. Calendar syncing
- B. Success Plans
- C. Appointment scheduling
- **D. Degree visualization**

Answer: D

Explanation:

Degree visualization is a function that may require a third-party app for Advisor Link. Degree visualization allows advisors and students to see the progress and requirements of a degree program in a graphical way. Advisor Link does not provide this function out of the box, so a third-party app may be needed to achieve it. Success Plans, calendar syncing, and appointment scheduling are functions that are included with Advisor Link and do not require a third-party app. Reference:

<https://www.salesforce.org/advisor-link/>

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

NEW QUESTION # 74

A college has a standard Salesforce environment and wants to use Student Success Hub for its undergraduate advising. What is required to use Student Success Hub?

- **A. Education Data Architecture**
- B. Field Service
- C. Customer Community license
- D. Pathways

Answer: A

Explanation:

Education Data Architecture (EDA) is required to use Student Success Hub for the college's undergraduate advising. EDA is a product that provides a flexible and scalable data architecture for higher education institutions to manage their student lifecycle. EDA provides objects and features such as Accounts, Contacts, Relationships, Affiliations, Attributes, or Course Connections. Student Success Hub is a solution that extends EDA to meet the needs of student services and support. Student Success Hub provides features such as Early Alerts, Success Plans, Pathways, and Advising Events. Student Success Hub requires EDA to be installed and configured in the Salesforce environment before installing Student Success Hub. A Customer Community license, Pathways, or Field Service are not required to use Student Success Hub for the college's undergraduate advising. Reference:

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

<https://www.salesforce.org/products/student-success-hub/overview/>

NEW QUESTION # 75

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

Answer: C

Explanation:

Student Advising is a standard feature of Education Cloud. It provides tools and functionalities to manage student advising processes, track student progress, and facilitate communication between advisors and students.

Features of Student Advising:

Advising Notes: Keep track of discussions and recommendations.

Appointment Scheduling: Allows students to schedule appointments with advisors.

Case Management: Manage and track advising cases and interventions.

Implementation:

Configure Advising Settings: Set up advising schedules, roles, and permissions.

Training: Provide training for advisors on using the advising tools within Education Cloud.

Monitoring and Reporting: Use dashboards and reports to monitor advising activities and student progress.

Reference:

Salesforce Education Cloud Documentation: Student Success Hub

NEW QUESTION # 76

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