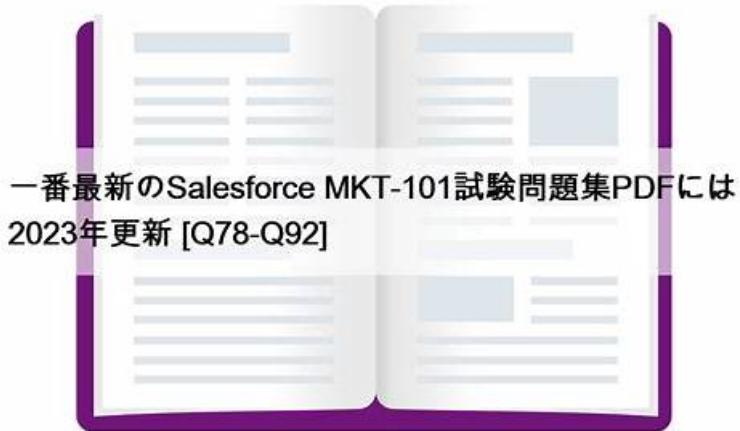


# 最新のSalesforce ED-Con-101日本語解説集 & 合格スムーズED-Con-101学習資料 | 信頼できるED-Con-101受験対策書



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>> **ED-Con-101日本語解説集 <<**

## ED-Con-101学習資料、ED-Con-101受験対策書

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## Salesforce Certified Education Cloud Consultant 認定 ED-Con-101 試験問題 (Q77-Q82):

### 質問 # 77

The Executive Education department plans to use the Education Data Architecture (EDA) for prospective and current students. The system admin wants to map prospects and students' employers to the standard Account field in Salesforce. Which action should the consultant recommend instead?

- A. Select Organization as the Default Account Model in EDA Settings.
- B. **Populate the employer Affiliation record in the Primary Business Organization field.**
- C. Select Administrative as the Default Account Model in EDA Settings.

正解: B

#### 解説:

The action that the consultant should recommend instead of mapping prospects and students' employers to the standard Account field in Salesforce is A. Populate the employer Affiliation record in the Primary Business Organization field1. This is because EDA uses a different account model than the standard Salesforce account model, which allows for more flexibility and scalability in capturing the complex relationships and affiliations that exist in the education sector2.

In EDA, an Account can represent different types of entities, such as an individual person, a household, an educational institution, an organization, or a course offering. Each Account can have a record type that defines its attributes and behavior. EDA also provides two custom objects, Relationship and Affiliation, that allow for creating connections between Accounts and Contacts. A Relationship is a connection between two Contacts, such as a parent-child or a mentor-mentee relationship. An Affiliation is a connection between a Contact and an Account, such as a student's enrollment in a course offering, or an employee's association with an organization2.

By using the **Affiliation** object, the system admin can link prospects and students to their employers, which are represented by Accounts with the Organization record type. The system admin can also specify which Affiliation is the primary one for each Contact, by populating the Primary Business Organization field on the Contact record. This field is a lookup to the Affiliation object, and it allows for displaying the employer's name and other information on the Contact page layout. By using this approach, the system admin can avoid creating duplicate or unnecessary Accounts, and can leverage the EDA data model to capture the full network of prospects and students1.

B . Select Administrative as the Default Account Model in EDA Settings and C. Select Organization as the Default Account Model in EDA Settings are not valid actions for this scenario. The Default Account Model in EDA Settings is a setting that determines how EDA creates Accounts for new Contacts that are created in Salesforce. The Administrative Account Model creates one Account per Contact, and assigns the same name to both records. The Household Account Model creates one Account per household, and assigns a household name to the Account. The Organization Account Model creates one Account per organization, and assigns an organization name to the Account. However, these settings do not affect how EDA maps prospects and students' employers to the standard Account field in Salesforce, as they only apply to new Contacts and Accounts that are created in EDA3.

#### 質問 # 78

What is the correct order of operations to ensure customer success in an Education Cloud implementation?

- A. Conduct Discovery Workshops, Document Current State, Write Test Scripts Plans, Generate Solution Design, Build Solution & Test, Deploy
- B. Document Current State, Conduct Discovery Workshops, Generate Solution Design, Write Test Scripts & Plans, Build Solution & Test, Deploy.
- C. **Conduct Discovery Workshops, Document Current State, Generate Solution Design, Write Test Scripts & Plans, Build Solution & Test, Deploy.**
- D. Document Current State, Conduct: Discovery Workshops, Write Test Scripts & Plans, Build Solution & Test, Generate Solution Design, Deploy.

正解: C

#### 解説:

The correct order of operations to ensure customer success in an Education Cloud implementation is:

Conduct Discovery Workshops: This is the first step where the consultant gathers information and requirements from the customer and stakeholders through interviews, surveys, or observations.

Document Current State: This is the second step where the consultant analyzes and documents the current processes and systems that the customer uses and identifies gaps and opportunities for improvement.

Generate Solution Design: This is the third step where the consultant creates and presents a solution design document that outlines how Salesforce will meet the customer's requirements and expectations, and defines the scope, timeline, and budget of the project.

Write Test Scripts & Plans: This is the fourth step where the consultant writes test scripts and plans that describe how to test the functionality and usability of the solution in different scenarios and conditions, and defines the success criteria and exit criteria for testing.

Build Solution & Test: This is the fifth step where the consultant builds the solution in a sandbox environment using declarative or programmatic tools, and tests the solution using the test scripts and plans to ensure quality and accuracy.

Deploy: This is the sixth and final step where the consultant deploys the solution into the production environment using change sets or other deployment tools, and provides training and support to the customer and end users.

Documenting Current State, Conducting Discovery Workshops, Writing Test Scripts & Plans, Building Solution & Test, Generating Solution Design, or Deploying are not correct orders of operations to ensure customer success in an Education Cloud implementation. Reference:

[https://www.salesforce.org/wp-content/uploads/2019/03/Education\\_Cloud\\_COE\\_Guide.pdf](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>

### 質問 # 79

A university is migrating its legacy system to Salesforce Education Data Architecture (EDA) environment. The existing system groups students by colleges within the university. The system admin has selected the Educational Institution record type in the EDA Default Account Model in EDA setting.

Which consideration should the consultant discuss with the university?

- A. A new Program Enrollment record will automatically be created when a new Contact is created.
- B. The recommended default Account record is the Administrative Account record type.
- C. **Multiple address management can only be enabled for the House Account record type.**
- D. Contact are private only to Administrative Account record type.

正解： C

解説：

The consultant should discuss with the university that the recommended default Account record is the Administrative Account record type, not the Educational Institution record type. The Administrative Account record type is used to group Contacts that are related to an educational institution, such as students, faculty, staff, and alumni. The Educational Institution record type is used to represent another educational institution that is not the primary one, such as a high school or a partner school. The system admin should select the Administrative Account record type in the EDA Default Account Model in EDA Settings to group students by colleges within the university. The other options are not considerations that the consultant should discuss with the university. Reference:

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

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

### 質問 # 80

An academic advisor is preparing for a meeting with a student. The advisor wants to review the classes associated with the student's course of study to ensure the student is on track for graduation to review the academic options with the using Salesforce.

Which functionality should a consultant recommend?

- **A. pathways**
- B. Academic program
- C. Affiliation

正解： A

解説：

The consultant should recommend Pathways for the academic advisor to review the classes associated with the student's course of study and ensure the student is on track for graduation. Pathways allow advisors to create and monitor academic plans for students based on their program requirements and course offerings. Academic Program is an object that defines the program of study that a student is enrolled in, but it does not show the classes or progress. Affiliation is an object that tracks the relationship between a Contact and an Account, such as a student and a school, but it does not show the classes or progress. Reference:

[https://help.salesforce.com/s/articleView?id=sf.ssh\\_pathways.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.ssh_pathways.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.ssh\\_academic\\_program.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.ssh_academic_program.htm&type=5)

[https://help.salesforce.com/s/articleView?id=sf.ssh\\_affiliation.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.ssh_affiliation.htm&type=5)

### 質問 # 81

The director of finance needs a solution that aligns pledges and donations captured in Salesforce with Gift Entry Manager (GEM) with the institution's finance system.

Which solution should the consultant recommend to meet the requirement?

- A. Install Outbound Fund Module.
- B. Use the Bulk API.
- C. Use Salesforce Connect.
- **D. Install Accounting Subledger.**

正解： D

解説：

Accounting Subledger is a solution that the consultant can recommend to align pledges and donations captured in Salesforce with

GEM with the institution's finance system. Accounting Subledger allows the institution to create accounting-ready data from Salesforce and export it to their finance system. Accounting Subledger also provides reports and dashboards that show the reconciliation status and discrepancies between Salesforce and the finance system. Using the Bulk API, using Salesforce Connect, and installing Outbound Fund Module are not solutions that can align pledges and donations captured in Salesforce with GEM with the institution's finance system. Reference:

<https://www.salesforce.org/nonprofit/accounting-subledger/>

<https://www.salesforce.org/wp-content/uploads/2020/08/Accounting-Subledger-Data-Sheet.pdf>

## 質問 #82

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**ED-Con-101学習資料:** <https://www.jptestking.com/ED-Con-101-exam.html>

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