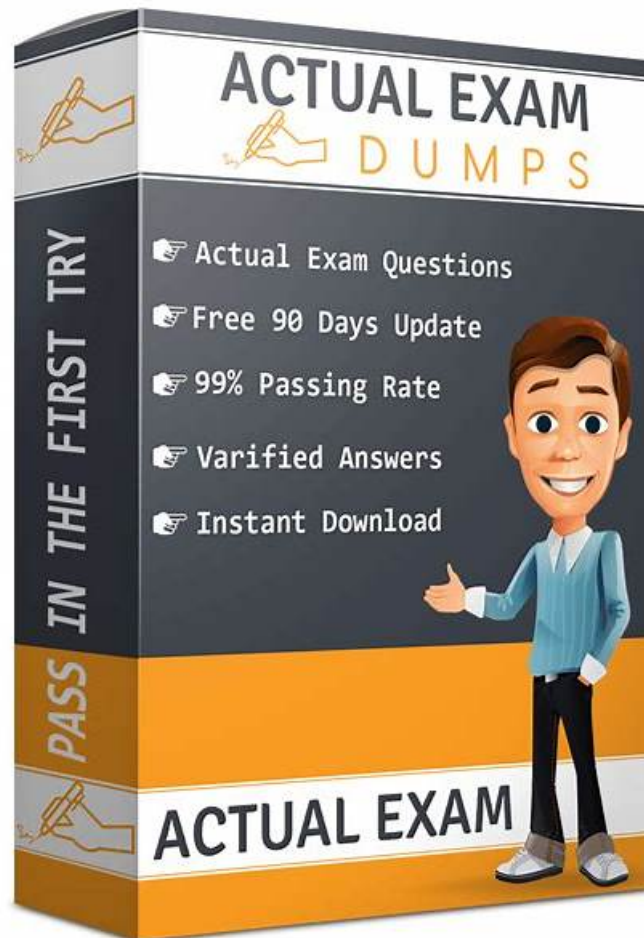


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## Salesforce Certified Education Cloud Consultant Sample Questions (Q141-Q146):

### NEW QUESTION # 141

An Admissions Department is evaluating data analytics tools to help determine the likelihood that accepted students will enroll at its school.

Which solution should the consultant recommend?

- A. Advisor Link Pathways
- B. Einstein Next Best Action
- C. Einstein Prediction Builder
- D. Tableau Prep Builder

**Answer: C**

Explanation:

Einstein Prediction Builder is a solution that the consultant can recommend to help the Admissions Department determine the likelihood that accepted students will enroll at its school. Einstein Prediction Builder is a feature that allows users to create custom predictions based on their Salesforce data, using artificial intelligence. Einstein Prediction Builder can be used to predict various outcomes, such as churn, retention, conversion, or enrollment. The Admissions Department can use Einstein Prediction Builder to create a prediction field on the Opportunity object that indicates the probability of an accepted student enrolling at the school. Advisor Link Pathways, Tableau Prep Builder, and Einstein Next Best Action are not solutions that can help the Admissions Department determine the likelihood that accepted students will enroll at its school. Reference:

[https://help.salesforce.com/s/articleView?id=sf.einstein\\_prediction\\_builder.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.einstein_prediction_builder.htm&type=5)

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### NEW QUESTION # 142

The School of Engineering is interested in a Salesforce email marketing tool that scores email activity from campaigns and mass communications, as well as individual emails sent from recruiters. Recruiters want the flexibility to send emails from their Outlook account or from Salesforce. The marketing director wants recruiters to use branded email templates.

Which solution should the consultant recommend?

- A. Account Engagement and Salesforce Engage
- B. Account Engagement and Salesforce Inbox
- C. Email Studio and Salesforce Inbox

**Answer: C**

Explanation:

Email Studio is a Salesforce email marketing tool that allows users to create, send, and track personalized email campaigns and mass communications<sup>1</sup>. Email Studio also provides features such as email scoring, which measures the engagement level of each email recipient based on their actions, such as opening, clicking, or unsubscribing<sup>2</sup>. Salesforce Inbox is a Salesforce tool that integrates email applications such as Outlook with Salesforce, allowing users to access CRM data and features from their email inbox<sup>3</sup>. Salesforce Inbox also enables users to send emails from their Outlook account or from Salesforce using branded email templates<sup>4</sup>. Account Engagement is a Salesforce tool that provides insights and recommendations for sales reps to engage with their accounts based on AI analysis of email activity, web activity, and CRM data<sup>5</sup>. However, Account Engagement is not an email marketing tool that can score email activity from campaigns and mass communications. Salesforce Engage is a Salesforce tool that allows users to create personalized email campaigns using Marketing Cloud templates and track the responses in real time<sup>6</sup>. However, Salesforce Engage does not integrate with Outlook or allow users to send emails from their email inbox.

Reference:

1: Email Studio Overview - Salesforce

2: Email Scoring Basics - Salesforce

3: Salesforce Inbox Overview - Salesforce

4: Use Email Templates in Inbox - Salesforce

5: Account Engagement Overview - Salesforce

6: Engage Campaigns Overview - Salesforce

### NEW QUESTION # 143

A college is experiencing a disconnect between the Advancement and Finance departments which causes a delay in the allocation of donations. The college wants to synchronize fundraising data between these two offices.

Which solution should a consultant recommend?

- **A. Accounting Subledger**
- B. Financial Services Cloud
- C. Payment Services

**Answer: A**

Explanation:

Accounting Subledger is a solution that allows education institutions to synchronize fundraising data between Advancement and Finance departments. It enables them to create accounting-ready summaries of donations and other transactions from Salesforce and export them to their accounting systems. This solution can help the college avoid manual data entry, reduce errors, and streamline the allocation of donations. Reference: Salesforce Education Cloud Academy: Consultant Fundamentals, [Accounting Subledger Overview]

### NEW QUESTION # 144

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

**Answer: B**

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://www.salesforce.org/wp-content/uploads/2019/03/Education_Cloud_COE_Guide.pdf)

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### NEW QUESTION # 145

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 to assess the situation?

- A. Create a new Salesforce org using EDA as the foundation.
- B. Install EDA into one of the production environments.
- C. Submit a Salesforce Support case to merge orgs.
- **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 # 146

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