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QUESTION 1

The Advancementoffice is replacing its old CRM system with Salesforce. After creating its technology roadmap and fundraising timeline, the new Salesforce environment may go live during a major capital fundraising campaign. Which critical factor should the consultantidentify?

- A. Resource availability
- B. Technical complexity
- C. Staff cross-training
- D. Cost of the implementation

Correct Answer: C

QUESTION 2

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

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

Correct Answer: D

QUESTION 3

A university\\'s IT department and its consultant are integrating data from the Student Information System (SIS) to the Education DataArchitecture (EDA). Advisors need to see a student\\'s primary course of study. Which object in EDA indicate a student\\'s major?

- A. Education History
- B. Relationship
- C. Program Plan Requirement
- D. Program Enrollment

Correct Answer: D

QUESTION 4

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

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

Correct Answer: C

QUESTION 5

The Recruitment and Admissionsoffice has an existing Salesforce environment they wants to expand to include all of the school\'s operations and service. The school has asked the consultant for recommendations to ensure the expansion is efficient,, and will meet the need of new existing user.

Which should the consultant recommend to meet the requirements?

- A. Create a Trailmix for new users.
- B. Build a Center of Excellence.
- C. Grant System Admin access for each department leader.
- D. Encourage users to post ideas on Chatter.

Correct Answer: A

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