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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

A university Advancement office wants to track school historical data for tagged outreach and donation opportunities. Which Education Data Architecture functionality should the consultant recommend?

A. Education History

B. Program Plan

C. Attribute

D. Relationship

Correct Answer: B

QUESTION 3

A school district needs to track special education student grades, attendance, and program enrollments and capture e-signatures from parents and legal guardians.

Whichtwo solutions should the consultant recommend to meet the requirement?

Choose 2 answers.

A. Salesforce CPQ

B. K-12 Architecture Kit

C. Third-party application

D. Nonprofit Success Pack

Correct Answer: AC

QUESTION 4

Career Services uses a separate event management system for its employment events attendance and registration, and Marketing cloud to promote the event. It wants to integrate student data in Salesforce to identity engaged prospects by

matching them with eventattendance, career interest, and credit completion towards an academic major.

Which two integration directions should the consultant recommend?

Choose 2 answers.

A. One-way integration between Marketing Cloud and the event system

B. One-way integrationbetween Salesforce and Marketing Cloud

C. Two-way integration between the event system and Marketing Cloud

D. Two-way integration between the event system and Salesforce

Correct Answer: BD

QUESTION 5

A university is implementing a student community and rolling it out to 20,000 students. The IT manager is concernedabout the large increase in users accessing the system at any one time. Which three steps should the consultant recommend? Choose 3 answers

A. Develop a Performance Testing Strategy.

B. Confirm the university has enough login licenses.

C. Identify areas that may impact governor limits.

D. Use a third-party testing automation tool.

E. Log a case with Salesforce Support to increase limits.

Correct Answer: ABC

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