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QUESTION 1

The Law school\\'s dean, recruitment director, and end users want to implement Salesforce so they can have a central, shared reporting system of engagement for recruitment and admission processes and raise enrollment by 10%. The Law school plans to grow and expand its use of Salesforce to other departments in the future; however, the IT department can only support system integration.

What should the consultant discuss first with the school?

A. Leadership sponsorship

B. Business objectives

C. Metric identification

D. Capacity to administer

Correct Answer: C

QUESTION 2

Recruiters want to visualize the number of prospective students at various stages in the recruitment process. Which report chart should the consultantimplement?

A. Application Tabular report

B. Education History dashboard

C. Program Enrollment dashboard

D. Opportunity Funnel report

Correct Answer: A

QUESTION 3

A consultant for university has built customizations in a sandbox environment that is a different version from the production org. What should theconsultant do first to avoid any issues?

A. Package the customizations, refresh the sandbox and reinstall the customization.

B. Manually update the production org by installing the release update from Github.

C. Submit a case to Salesforce Support to update the production org.

D. Deploy the customizations into the production org via change sets.

Correct Answer: A

QUESTION 4

What should a consultant recommend to a university that wants a successful Data Governance committee?

A. Create a Center of Excellence queue.

B. Set up a Salesforce Adoption Dashboard.

C. Refer committee members to Trailhead.

D. Use RACI matrix to define member roles.

Correct Answer: A

QUESTION 5

An elementary school plans to implement the K-12 Architecture Kit in a new org. The school want to be able to send SMS messengers to parents. Which solution should the consultant recommend to meet the requirement?

A. Parbot

B. Social Studio

C. Education Data Architecture

D. App on the AppExchange

Correct Answer: C

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