

100% Money Back
Guarantee

Vendor:Salesforce

Exam Code:NONPROFIT-CLOUD-CONSULTANT

Exam Name:Salesforce Certified Nonprofit Cloud
Consultant

Version:Demo

QUESTION 1

An international nonprofit organization added a translated relationship picklist value, however the reciprocal relationship record is not displaying correctly.

What is the cause of this error?

- A. The system administrator did not enable the Translation Workbench.
- B. The language is not supported in NPSP.
- C. The current user does not have the correct locale.
- D. The system administrator did not add the reciprocal relationship value in the NPSP Settings tab.

Correct Answer: D

QUESTION 2

A nonprofit realizes that the target deployment date is concurrent with a Salesforce major seasonal release window. Which two steps should the nonprofit take when finalizing the plan for the new feature in production? Choose 2 answers

- A. Verify the sandbox is on the same release as production.
- B. Log a Salesforce support case to change the version of the sandbox release.
- C. Deploy a Change Set during the upgrade window for the production instance.
- D. Review the sandbox preview instructions for the upcoming release.

Correct Answer: AC

QUESTION 3

A user has reported an error when trying to merge two contacts using NPSP Contact Merge tab. Which two issues are the likely cause of the problem? Choose 2 answers

- A. A unique external Id was kept from the non-master contact.
- B. The contacts must be in the same household to merge.
- C. The user needs to have delete access to the contacts being merged.
- D. The NPSP Duplicate Rule was set to Warn instead of auto-merge.

Correct Answer: AC

(<https://trailhead.salesforce.com/en/content/learn/modules/contact-and-account-settings-in-nonprofit-success->

QUESTION 4

A nonprofit created a custom Opportunity Name for all In-kind gifts.

Which two considerations should the consultant discuss with the nonprofit? Choose 2 answers

- A. The nonprofit should change existing Opportunities to the new naming convention by running the Refresh All Opportunity Names utility.
- B. The Opportunity Name Format will only be applied to new Opportunities of the matching record type,
- C. The nonprofit should change existing Opportunities to the new naming convention through an upsert.
- D. Click the Refresh Name button on one Opportunity record to update all relevant Opportunities.

Correct Answer: CD

<https://powerofus.force.com/s/article/NPSP-Customize-Opportunity-Names#refreshsingle>

QUESTION 5

A nonprofit needs more insight into why some corporate sponsorships are closing and why others are lost. They want to evaluate information including pipeline value, number of opportunities, Pardot score, win/lost percentage, stage value, and a table of opportunities. The system admin wants to deploy a solution quickly.

Which solution should a consultant recommend?

- A. B2B Marketing Analytics
- B. NPSP Advanced Mapping
- C. Salesforce Reports
- D. Insights Platform Data Integrity

Correct Answer: C

QUESTION 6

A nonprofit using Salesforce configured with Person Accounts has recently installed NPSP into its org.

Which two configurations should a consultant set to ensure that Person Accounts and NPSP can coexist? Choose 2 answers

- A. The Household record type in NPSP Settings is different than the Person Accounts record type.
- B. Create a validation rule to prevent the creation of Person Accounts.
- C. The default record type for profiles of any user who converts leads is different than the Person Account record type.

D. Remove permissions to Person Accounts for all profiles except System Admin.

Correct Answer: AC

QUESTION 7

A membership organization needs to send out automated renewal emails on a 30/60/90 period. Each referenced email template needs to differ based on the members' web site visits. Which automation method should a consultant recommend?

- A. Process Builder
- B. Apex Trigger and Scheduler
- C. Time-Based Workflow
- D. Pardot

Correct Answer: D

QUESTION 8

A nonprofit enters donation data both into Salesforce and an external accounting system to reconcile. This process is time-consuming. What should the consultant recommend to reduce manual data entry and improve efficiency?

- A. Accounting Subledger
- B. NPSP Data Importer Templates
- C. Data Import Wizard
- D. Advanced Mapping

Correct Answer: B

QUESTION 9

A nonprofit organization needs an audit trail of metadata changes over time and the ability to develop, test, and a release project independent of other projects in development. Which development model should be chosen?

- A. Application development
- B. Org development
- C. Package development
- D. Change Set development

Correct Answer: D

QUESTION 10

A nonprofit wants its supporters to send advocacy messages to elected officials and then record which supporters sent the messages. Which two solutions should the consultant recommend to meet the requirement? Choose 2 answers

- A. Organize advocacy messages into Campaigns and add the Contacts who take action as Campaign Members.
- B. Configure Marketing Cloud to send advocacy messages from the supporters.
- C. Use an online advocacy platform from the AppExchange that syncs to Salesforce.
- D. Set a new NPSP Engagement Level on a Contact every time a Contact sends an advocacy message.

Correct Answer: AB

QUESTION 11

A finance associate needs to track specific funds associated with gifts from individuals and organizations. Gifts may be received as either single amounts associated with one or more funds, and totals by fund will need to be reported on for reconciliation with a finance system.

How should the consultant accomplish this with NPSP?

- A. Create Campaign records for each of the funds, create a custom Lookup to Campaigns on the Payment Object, and associate them with Payment records representing the amounts towards each fund.
- B. Create General Accounting Unit records for each of the funds, and associate them with the Opportunity by GAU Allocation record amounts representing the amounts towards each fund.
- C. Create a custom multi-select picklist on the Opportunity record to allow for choosing each of the funds towards which the gift is designated.
- D. Create Campaign records for each of the funds, and associate them with the Opportunity Primary Campaign field on the Opportunity records representing the amounts towards each fund.

Correct Answer: B

QUESTION 12

A nonprofit has a large volume of data across multiple objects in Salesforce and external databases. The nonprofit needs to quickly query data across its systems to get insights on any device about the impact it is having. Which solution should the consultant recommend?

- A. Salesforce Connect
- B. Salesforce Reports and Dashboards
- C. External Objects

D. CRM Analytics

Correct Answer: D