Salesforce.Nonprofit Cloud Consultant.by.Linki.130q

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Exam Code: Nonprofit Cloud Consultant
Exam Name: Salesforce Certified Nonprofit Cloud Consultant

Exam A

QUESTION 1
Which two actions should a consultant take before importing a large volume of data into an NPSP org?

A. Check the code coverage of the target org
B. Disable certain Apex classes manually in production
C. Check if the data is clean, structured, and in its final format
D. Disable certain Apex classes using TDTM

Correct Answer: C, D
Section:

QUESTION 2
A nonprofit organization is using Cases in Salesforce for case management with its clients. The nonprofit organization wants to relate Cases for the same client to each other. How should the consultant advise the organization?

A. Use Case Comments and paste the URL of the first Case opened for the client in each new Case related to them.
B. Create a custom field for an ID number and assign the same number to all cases that need to be connected
C. Use Case Hierarchy to connect all Cases for the client to a parent case and click on View Hierarcht to see the connected Cases
D. Create a custom object that connects Cases to each other with two Case lookup fields and add a check box field to designate the parent Case.

Correct Answer: C
Section:

QUESTION 3
A consultant using CumulusCI has customized a nonprofit's org and wants them to validate these changes with the latest release of NPSP which will be pushed to production one week later.
What are two ways the consultant can deploy this for the nonprofit after the release is announced?
Choose 2 answers

A. Test customizations in an updated sandbox.
B. Compare the customizations to the NPSP roadmap and create a new trial org.
C. Install NPSP and test the customizations in a new Developer Edition org.
D. Configure a scratch org with NPSP dependency and test customizations.

Correct Answer: A, C
Section:

QUESTION 4
A nonprofit processed a donation, and then the donor asked the nonprofit to also credit their spouse on that gift.
Assuming standard NP5P configuration, what should a consultant recommend to satisfy this request?

A. Create an Opportunity Contact Role for the spouse and mark it as primary.
B. Create an Opportunity Contact Role for the spouse and set the role to Soft Credit.

C. Clone the Opportunity and set the primary contact to the spouse.
D. Enable Automatic Soft Credit for household members in NPSP settings.

Correct Answer: D
Section:
Explanation:
https://powerofus.force.com/s/article/NPSP-Configure-Automated-Soft-Credits#ariaid-title6

QUESTION 5
A nonprofit wants to load 10 years of historical fundraising data from the legacy system. While attempting to load the data, an Apex CPU Time Limit Exceeded error message appears and many records fail to load.
How should the consultant change the configuration to complete the data load successfully?

A. On the Trigger Handlers tab, uncheck the Active checkbox on all Trigger Handlers.
B. On the NPSP Settings tab, under the Batch Processing Settings page, decrease the GAU Batch Size.
C. On the NPSP Settings tab, decrease the batch size for NPSP rollups.
D. On the Trigger Handlers tab, add the consultant's username to the Usernames to Exclude field.

Correct Answer: A
Section:
Explanation:
https://powerofus.force.com/s/article/NPSP-Configure-Data-Importer-Options

QUESTION 6
A donor has committed to give a consistent amount every month. The nonprofit wants to update the schedule to reflect one-time adjustments to this amount.
What should the consultant recommend to record the regular donations correctly7

A. Implement Enhanced Recurring Donations.
B. Create scheduled Payments.
C. Create a process using Process Builder.
D. Clone Opportunities with Payments.

Correct Answer: A
Section:

QUESTION 7
A nonprofit hired a consultant to restart a stalled implementation. The nonprofit identified needs by documenting its Salesforce vision and pain points, and by defining specific goals with user stories.
What are two components of a user story the nonprofit should consider?
Choose 2 answers

A. Align each story to the implementation vision.
B. Associate an epic to each story.
C. Assign a priority to each story.
D. Include configuration instructions on each story.

Correct Answer: A, C
Section:

QUESTION 8

A nonprofit has high staff turnover in several key roles that use Salesforce. The nonprofit needs to improve training and adoption of Salesforce to maximize the value of its investment.
Which two standard Salesforce tools can quickly help new staff use Salesforce with only a Sales or Service Cloud license?
Choose 2 answers

A. Einstein Bots
B. In-App Guidance
C. Path
D. myTrailhead

Correct Answer: B, D
Section:

QUESTION 9
The development director at a nonprofit needs to track grant lifecycles using NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments.
How should the consultant model payments, applications, reporting deadlines, and actions in NPSP for the grant seeking institution?
A)
Payments = Opportunities with Deliverables
Applications = Activities
Reporting deadlines = Opportunities with Deliverables
Actions = Activities
B)
Payments = Opportunities with Payments
Applications = Deliverables
Reporting deadlines = Deliverables
Actions = Activities
C)
Payments = Opportunities with Payments
Applications = Activities
Reporting deadlines = Activities
Actions = Activities
D)
Payments = Recurring Donations with Opportunities
Applications = Deliverables
Reporting deadlines = Deliverables
Actions = Activities

A. Option A
B. Option B
C. Option C
D. Option D

Correct Answer: B
Section:
Explanation:
https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2020-09-19.q37/thedevelopment-director-at-a-nonprofit-needs-to-track-grant-lifecycles-using-the-npsp-includingassignin

QUESTION 10
A nonprofit stores a government-issued personal identification number on each constituent's Contact record in an encrypted field.

What should a consultant enable on a Permission Set to ensure the personal identification number is fully accessible by a subset of org users'?

A. View Ail Contact object permission
B. View All Data system permission
C. Manage Encryptiorvieys system permission
D. View Encrypted Data system permission

Correct Answer: C
Section:
Explanation:
https://trailhead.salesforce.com/content/learn/modules/spe_admins/spe_admins_set_up

QUESTION 11
A nonprofit wants to collect information online about volunteers who are new to the nonprofit, including names and contact details, skill sets, and availability. The nonprofit already uses NPSP and Volunteers for Salesforce and wants to create a report with this information.
What are two ways the consultant can meet the requirement?
Choose 2 answers

A. Collect contact information during job sign up via Job Listings.
B. Attach emails from volunteers with their information to Contact records.
C. Set up a Personalized Volunteer Page on the nonprofit's website.
D. Add the Volunteer Sign Up form to the nonprofit's website.

Correct Answer: C, D
Section:

QUESTION 12
A nonprofit wants to deploy Nonprofit Cloud Case Management into its production org.
Which two prerequisites should be considered prior to installing Case Management?
Choose 2 answers

A. Install NPSP
B. Enable My Domain
C. Ensure appropriate licenses are provisioned
D. Ensure Volunteers for Salesforce is properly configured

Correct Answer: A, B
Section:

QUESTION 13
A nonprofit organization wants to manage its social media presence by being able to listen to what constituents are saying about the organization on social media, measure its impact, and manage it from a mobile app. What should the consultant recommend?

A. Social Studio
B. Live Message
C. Pardot
D. Google Analytics

Correct Answer: A
Section:

QUESTION 14
A gift officer successfully imported a small list of donors and their donations. The gift officer wants to add these donors to a Campaign from an Opportunities report but the "Add to Campaign" option is not available. The gift officer wants to add donors to a Campaign from a report. What should the consultant recommend?

A. Export the Opportunity report results and import the list of donors as Campaign Members using the Data Import Wizard
B. Create a joined report with Opportunities and Campaigns
C. Create a report type that includes Contacts such as the Opportunities with Contact Roles report type
D. Go to Setup and add the "Add to Campaign" button to the report type

Correct Answer: C
Section:
Explanation:
Topic 2, Exam Pool B

QUESTION 15
Which one do you like?

A. Create a custom text field on the Contact and create a Customizable Rollup Filter using Donor Streak as the Operation
B. Create a custom currency field on the Contact and create a Customizable Rollup Filter using Donor Streak as the Operation
C. Create a custom number field on the Contact and create a Customizable Rollup Filter using Donor Streak as the Operation
D. Create a custom text formula field on the Contact and create a Customizable Rollup Filter using Donor Streak as the Operation

Correct Answer: C
Section:

QUESTION 16
A nonprofit organization has been informed of a deceased donor and wants to ensure that the donor no longer appears on any mailing lists. Which action should the nonprofit organization take on the donor's contact record?

A. Select the Do Not Email, Do Not Contact, and Email Opt Out fields
B. Delete the Contact record
C. Select the Deceased field
D. Delete the values in the phone and email fields

Correct Answer: C
Section:

QUESTION 17
A nonprofit organization has white papers, case studies, and impact reports on its website. The organization wants to track website visitors who download those assets. Once tracked, the organization wants to pursue the visitor as a constituent. Which solution should be considered?

A. Affiliation record
B. Relationship record
C. NPSP Settings
D. Opportunity Settings

Correct Answer: C
Section:

QUESTION 18
A nonprofit organization has been informed of a deceased donor and wants to ensure that the donor no longer appears on any mailing lists. Which action should the nonprofit organization take on the donor's contact record?

A. Select the Deceased field
B. Delete the values in the phone and email fields
C. Select the Do Not Email, Do Not Contact, and Email Opt Out fields
D. Delete the Contact record

Correct Answer: A
Section:

QUESTION 19
A nonprofit organization wants to designate its donors into three categories, Gold, Silver, and Bronze, based on the total gift amount for that year. How can this be accomplished using NPSP?

A. Create a picklist field that will display the categories based on the Total Gifts This Year field.
B Create a custom field on the Opportunity that will display the categories and a process in Process Builder to populate the value based on the Total Gifts This Year field.
B. Set up NPSP Levels for the categories based on Total Gifts This Year.
C. Create a custom field on the Opportunity that will display the categories and a custom trigger to populate the value based on the Total Gifts This Year field.

Correct Answer: C
Section:

QUESTION 20
A system administrator encounters an error at run time that a record couldn't be updated when a Customizable Rollup ran. What should the consultant check?

A. If the Target Field exists
B. If the Target Field is a NPSP field
C. If the Target Field has a validation rule
D. If the Target Object is a custom object

Correct Answer: C
Section:

QUESTION 21
A consultant is installing NPSP in an existing Salesforce org for a nonprofit organization that plans to use the memberships feature in NPSP. Which action should a consultant take?

A. Create a Membership Opportunity record type.
B. Add a value in the Type field on Opportunity for Membership.
C. Create a Membership Affiliation record type.
D. Add a checkbox field on the Opportunity called "Membership".

Correct Answer: A
Section:

QUESTION 22
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
Section:

QUESTION 23
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
Section:

QUESTION 24
A consultant is about to begin a data project with a nonprofit to clean up Opportunity data.
Which opportunity data situation requires a consultant to temporarily disable NPSP Triggers for performance reasons?

A. Uploading 600,000 new Organization Accounts without addresses
B. Uploading 400,000 new records to a custom object
C. Uploading 100,000 new Task records
D. Uploading 1 million new Contact records

Correct Answer: D
Section:

QUESTION 25
How can a user differentiate between a Contact's Account and Primary Affiliation under the Household Account model?

A. A Contact's Account is the same as the Contact record, a Contact's Primary Affiliation is the Contact's Household.
B. A Contact's Account is where they live, a Contact's Primary Affiliation is where they work.
C. A Contact's Account is where they work, a Contact's Primary Affiliation is where they live.
D. A Contact's Account is the same as a "bucket" where all Contacts are associated, a Contact's Primary Affiliation is the Contact's Household.

Correct Answer: B
Section:

QUESTION 26
A nonprofit organization wants to automatically generate an Opportunity whenever a Lead is converted.
What should the consultant do to meet this requirement?

A. Select the "Create an Opportunity on Lead Convert" checkbox in NPSP Settings.
B. Write a trigger that automatically generates an Opportunity on Lead conversion.
C. Install a third-party app from the AppExchange that converts leads to any other object.
D. Create a process using Process Builder that will automatically create an Opportunity on Lead Conversion.

Correct Answer: A
Section:

QUESTION 27
A nonprofit organization wants to use a multi-channel marketing tool for its email, social, and text messaging engagement. Which solution should the consultant recommend?

A. Marketing Cloud
B. Pardot
C. Community Cloud
D. Service Cloud

Correct Answer: A
Section:

QUESTION 28
During the Build phase of a project, one line of business requests the addition of a new field that is essential for its business process. A different line of business objects to the request and says that this field is unnecessary and will result in duplicate data.
How should the consultant handle this?

A. Fulfill the request and add the field, but create a separate page layout so the field is only visible to the line of business that made the request.
B. Use the established governance committee for discussion and resolution.
C. Work quickly to negotiate between the two groups and resolve the issue before it escalates to the executive sponsors.
D. Add the field into a sandbox to test and validate expected outcomes.
E. Remove themselves from the discussion and suggest that the two business line leaders meet to make a decision.

Correct Answer: A
Section:

QUESTION 29
A nonprofit organization wants the 15th of the month listed as the Close Date for all recurring donations and has selected the 15th in the Day of the Month picklist. In reviewing Recurring Donation Opportunities it is found that some of the Opportunities have close dates at the end of the month.
Which action should the consultant take to troubleshoot this issue?

A. Check the Recurring Donation batch size.
B. Check the Error Log.
C. Check if the "Always use last day of the month" field is selected.
D. Check if the Custom Installment record was modified

Correct Answer: B
Section:

QUESTION 30
A nonprofit organization has been using Salesforce without NPSP. The organization is now interested in the NPSP functionality and wants the consultant to recommend if NPSP should be used in the same Salesforce environment or if they should start over in a new environment.
Which tool should the consultant use to help evaluate and recommend the best course of action?

A. Salesforce Optimizer
B. Lightning Experience Migration Assistant
C. Setup Audit Trail
D. NPSP Health Check

Correct Answer: A
Section:
Explanation:
A https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2021-01-10.q37/anonprofit-organization-has-been-using-salesforce-without-npsp-the-organization-is-now-interestedin ((see in comments)

QUESTION 31
A Household Account has Contacts with Recurring Donations, Relationships, and closed/won donations associated with it.
What happens when a system administrator attempts to delete this Household Account record?

A. There is an error message because there are closed/won donations associated with the Account record.
B. There is an error message because there are recurring donations associated with the Contacts in this Account.
C. There is an error message because there are relationships associated with the Contacts in this Account.
D. The Household Account record is deleted.

Correct Answer: A
Section:

QUESTION 32
A nonprofit organization is using Volunteers for Salesforce and wants its volunteers to be able to log their own volunteer hours.
Which two solutions should a consultant propose to meet this need? Choose 2 answers

A. Set up a workflow rule with a weekly email alert sent to all volunteers asking them to reply back and report their hours for the week and then a user will manually enter the hours in Salesforce.
B. Set up a Chatter Group for each volunteer job, add volunteers who are assigned to that job, and have the volunteers log their hours in the Chatter Group.
C. Set up the Volunteers Personal Site and direct the volunteer to record hours on the tab there.
D. Set up a Log Volunteer Hours section on a page on your website and direct volunteers there to log their hours to the volunteer job or shift they worked on.

Correct Answer: C, D
Section:

QUESTION 33
A consultant is assisting a nonprofit organization in its data integration and data mapping between the two systems. The consultant is unsure when a particular field was introduced by NPSP.
How should the consultant find the NPSP version number for the field?

A. Click on "Setup" and navigate to "Schema Builder".

B. Install a third-party app from the AppExchange to extract the metadata.
C. Reference the NPSP Public Data Dictionary.
D. Click on "Setup" and navigate to "Objects and Fields".

Correct Answer: C
Section:

QUESTION 34
A nonprofit organization wants to automate some of its routine activities.
Which declarative Salesforce solution is designed for process automation?

A. Einstein
B. Pardot
C. Lightning Flow
D. NPSP TDTM

Correct Answer: C
Section:

QUESTION 35
A local community center provides health care services to eligible local residents. Staff currently triage patients through of a series of qualifying questions that drive additional qualification questions. The center wants to extend triage capabilities to its volunteers to determine whether residents qualify for services. Service decisions need to be made immediately while the patient is interacting with the staff or volunteer.
Which solution should the consultant recommend?

A. Use Case records, Validation Rules and Process Builder to post case details to the central volunteer Chatter Group so all volunteers can collaborate on eligible services.
B. Create a Flow to guide volunteers on triage screens, capture accurate data and generate a services decision.
C. Use a Standard Lightning Component to displaying custom fields from several objects and generate a services decision.
D. Use a Workflow Rule with Field Updates and Case Assignment Rules to triage and assign the case to the proper services queue.

Correct Answer: B
Section:

QUESTION 36
A nonprofit organization has a new system administrator who has just taken over managing its existing Salesforce organization and wants to know which data maintenance practices should be used.
Which two data hygiene practices should a consultant recommend? Choose 2 answers

A. Organize reports into appropriate folders.
B. Create a new custom object to store legacy data.
C. Run Health Check.
D. Delete all past activities.

Correct Answer: A, C
Section:

QUESTION 37
An international nonprofit organization works across six different countries in Europe and Afric a. The organization relies heavily on volunteers in each country to support its work and wants volunteers to be able to sign up for volunteer jobs on its website.

What is a consideration when setting up Volunteers for Salesforce given this context?

A. Set up a different Site in Volunteers for Salesforce for each country and set the time zone for the Site to the local time zone so all events will appear as the correct time for the time zone.
B. Add text to the Volunteers for Salesforce website informing all volunteers that all time for volunteer jobs and shifts is shown in the time zone of the headquarters and they need to convert the time to their local time zone.
C. Remove the Start Time and End Time fields from the website template and put the times in the description in the local time zone.
D. Set the Volunteer Job's Website Time Zone field value to the time zone in which the job will take place when creating Volunteer Jobs.

Correct Answer: D
Section:

QUESTION 38
A major donor officer needs to capture wealth scoring to support individual cultivations.
How is this best represented in the NPSP?

A. Using an AppExchange application, collect and rank other nonprofits' wealth information to understand how best to cultivate individual donations.
B. Report on the total amount of donations received by the nonprofit in the past year, and rank it against peer institutions to best cultivate individual donations.
C. Report on the total amount of an individual's donations summarized on their Contact record and rank it against donations to the nonprofit by other individual donors to best cultivate individual donations.
D. Using an AppExchange application, collect and rank donor prospects' wealth information to understand how to best cultivate individual donations.

Correct Answer: D
Section:

QUESTION 39
A consultant is setting up a governance framework as part of a nonprofit organization implementation.
Which three elements should be included in a Salesforce-recommended governance structure?
Choose 3 answers

A. Agile Methodology
B. Release Management
C. Rules of Engagement
D. Center of Excellence
E. Design Standards

Correct Answer: A, B, D
Section:

QUESTION 40
A fundraising associate needs to print mailing labels for the latest direct mail campaign to families who give to the nonprofit organization. The organization uses the Household Account model with Address Management.
Which object and address field should the associate use when building the report?

A. Account; Billing Address
B. Contact; Other Address
C. Account; Shipping Address
D. Contact; Mailing Address

Correct Answer: D
Section:

QUESTION 41
The executive director at a nonprofit organization wants to have a report to see how much each board member has raised by either direct gifts or gifts they helped to influence for this fiscal year.
There is a custom checkbox field on the Contact record to indicate board members.
How should the consultant create this report?

A. Use the Opportunities report type. Add a cross filter for Contacts with Board Member = TRUE.
Summarize the Total Gifts this Year and Soft Credits this Year fields.
B. Use the Contacts & Accounts report type. Add a field filter for Board Member = TRUE. Include the Total Gifts this Year and Soft Credits this Year fields.
C. Use the Opportunities report type. Add a field filter for Contacts with Board Member = TRUE.
Group results by the Total Gifts this Year and Soft Credits this Year fields.
D. Use the Contacts & Accounts report type. Add a field filter for Board Member = TRUE. Add a cross filter for Opportunities with Soft Credits. Group results by Giving Totals.

Correct Answer: B
Section:

QUESTION 42
A nonprofit runs a workforce development program for its clients. Job seekers contact the nonprofit via phone, web, and email. The nonprofit wants to track each engagement separately from start to finish. The nonprofit needs to assign job seekers to case managers.
What solution should the consultant propose?

A. Create a custom junction object between Contact and Case for the assignment and customize workflow rules.
B. Enable web-to-case and customize cases and assignment rules.
C. Create a custom multi-select picklist field to track the assignment and customize related lists.
D. Enable web-to-lead and customize leads and assignment rules.

Correct Answer: B
Section:

QUESTION 43
A nonprofit organization wants a report that compares giving at a consistent point in time from year to year.
Now should the consultant set this up?

A. Create a matrix report bucketing the dates you wish to compare.
B. Create a joined report showing the two years side by side.
C. Run the NPSP Account SYBUNT and Contact SYBUNT reports.
D. Set up a Reporting Snapshot on Opportunities.

Correct Answer: C
Section:

QUESTION 44
The Development Director at a nonprofit needs to track grant lifecycles using the NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments towards the total.
How can this be accomplished with NPSP using Account records for the grant making institution?

A. Create Opportunities with Payments to represent payments, Deliverables to represent applications and reporting deadlines, and Activities to represent action assignments to their staff.
B. Create Opportunities with Payments to represent payments, Activities to represent applications, reporting deadlines, and action assignments to their staff.

C. Create Opportunities with Deliverables to represent payments, applications, reporting deadlines, and action assignments to their staff.
D. Create Recurring Donations with Opportunities to represent payments, Deliverables to represent applications and reporting deadlines, and Activities to represent action assignments to their staff.

Correct Answer: A
Section:

QUESTION 45
A nonprofit organization has a large volume of contacts, organizations, and address records. The organization wants to migrate all of its data into its NPSP org.
What are two considerations? Choose 2 answers

A. Address verification only works with the one-to-one and individual ("Bucket") Account models.
B. Tracking addresses with the Address object may introduce more complexity.
C. Migrating all historical address information impacts system data storage.
D. There is a limit of three addresses per contact or organization that can be migrated into NPSP.

Correct Answer: B, C
Section:

QUESTION 46
A nonprofit organization receives a lot of grants, many of which are renewals of previous grants from the same funder. The organization wants to be able to easily access the previous grant information.
What should the consultant advise to capture this in Salesforce?

A. Create a Campaign for the funder and add all Opportunities including the original grant and any renewal grants to the Campaign.
B. Create a child Opportunity for the renewal grant from the original grant using the Renewal Grant Opportunity record type.
C. Fill in the "Previous Grant/Gift Opportunity" lookup field on the Opportunity for the new grant and check the "Is Grant Renewal" field.
D. Ensure that when naming the Opportunity for the renewal grant, "Renewal" is included in the name as well as the name of the funder.

Correct Answer: C
Section:

QUESTION 47
The VP of Development wants to track the nonprofit organization's six campaigns nested within each other: Friends of the Organization>FY19>Capital Campaign>Annual Fund>Digital Donations>Mobile.
What should the consultant do?

A. Create a custom lookup field, "Related Campaign" on the Campaign object.
B. Suggest consolidating at least one of the Campaigns so that it is within the Campaign Hierarchy limit.
C. Create a Campaign Hierarchy with the parent Campaign record as, "Friends of the Organization"
D. Suggest changing the order of the hierarchy.

Correct Answer: B
Section:

QUESTION 48
A development associate received a corporate matching gift that the original donor did not indicate was to be matched.
Which solution should the consultant recommend?

A. Select Find Matched Gifts and click on the Find More Gifts button.

B. Create a Lightning quick action declaratively.
C. Create a Contact lookup field on the Opportunity object.
D. Select Manage Soft Credits and change the Role for the donor.

Correct Answer: A
Section:

QUESTION 49
A nonprofit organization on NPSP needs to be able to track the high school a student attended and track the enrollment of the student at college.
How should the consultant recommend tracking this?

A. Use NPSP Affiliations objects to connect the Contact to the Account for their high school and college, use the Status field there to indicate if they are currently enrolled or are former students there.
B. Turn on Field History Tracking for the Account lookup field on the Contact record, use the Account lookup to indicate where they are currently enrolled and change it as they move on.
C. Set up a Campaign for each high school and college and use Campaign Members to connect the Contact to the Campaign. Change the values in Campaign Member Status from Sent/Responded to Current/Former.
D. Install the Salesforce.org Higher Education Data Architecture (HEDA) managed package and use Affiliations.

Correct Answer: D
Section:

QUESTION 50
A nonprofit organization is interested in a CRM that manages its constituents and has an integrated email marketing tool with built-in scoring and engagement tracking.
Which solution should the consultant recommend?

A. NPSP and Community Cloud
B. NPSP and Social Studio
C. NPSP and Marketing Cloud
D. NPSP and Pardot

Correct Answer: C
Section:

QUESTION 51
What are the two key places to locate NPSP release information? Choose 2 answers

A. Power of Us Hub
B. trust.salesforce.com
C. Partner Success Community
D. GitHub Cumulus Releases

Correct Answer: A, D
Section:

QUESTION 52
Which function of the application development lifecycle does establishing a Center of Excellence address?

A. Documentation
B. Data management

C. Deployment
D. Testing
E. Governance

Correct Answer: E
Section:

QUESTION 53
A development director needs to understand which organizations have given to the nonprofit in some year prior to the current, but have not contributed to the nonprofit in the current year. How should the consultant accomplish this task?

A. Customize the date range on the NPSP SYBUNT report for Accounts
B. Customize the date range on the NPSP SYBUNT report for Contacts
C. Create an Opportunity report that compares Contact donations from the previous fiscal year to the current
D. Customize the date range on the NPSP LYBUNT report for Accounts

Correct Answer: B
Section:

QUESTION 54
A nonprofit customer wants to have the status for a Campaign Member on a fundraising campaign automatically update when a donation is received from that Contact.
What should the consultant recommend?

A. Create a workflow rule that updates the Campaign Status when an Opportunity is created.
B. Create an Apex Trigger to update the Contact's Campaign record.
C. Enable Automatic Campaign Member Management in NPSP settings.
D. Use Process Builder to update the Contact's campaign member record.

Correct Answer: C
Section:

QUESTION 55
A nonprofit organization uses a vendor for direct mail, and receives a monthly spreadsheet from it with donor information, donation amounts, and the solicitation campaign that the donation was in response to.
How can this information can be entered and de-duplicated against existing individuals in the Nonprofit Success Pack (NPSP)?

A. Use the Salesforce Data Loader to upload the spreadsheet and then manually check for duplicates and use the NPSP Contact Merge tool to de-duplicate records.
B. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Recurring Donations.
C. Use the Salesforce Import Wizard to upload the spreadsheet and then de-duplicate records using the NPSP Contact Merge tool.
D. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Campaigns.

Correct Answer: D
Section:

QUESTION 56
A nonprofit client wants to connect directly to other nonprofits using Salesforce who have a very similar business use case.
Which resource is designed for this purpose?

A. Power of Us Hub Solution Exchange
B. Salesforce.org website
C. Trailblazer Community User Group
D. AppExchange

Correct Answer: A
Section:

QUESTION 57
A nonprofit organization needs to frequently import membership renewal data and daily donation data and needs a different configuration for each.
Which tool should the consultant recommend?

A. Salesforce Import Wizard
B. NPSP Data Importer
C. Salesforce Data Loader
D. NPSP Data Import Batch

Correct Answer: B
Section:

QUESTION 58
A family foundation wants to use Salesforce to track its funding of dozens of projects using a Campaign for each project. The foundation has a goal of funds to disperse, and it is important that the foundation can track year over year goals for each project. What should a consultant recommend for the foundation to track progress?

A. Create a custom object for year and a custom object for project to track.
B. Create a Campaign hierarchy for project and year.
C. Create reports with bucketing and filters.
D. Create a process that populates custom fields for each year and project on Opportunities.

Correct Answer: B
Section:

QUESTION 59
Which two sections should be included in a Salesforce-recommended V2MOM? Choose 2 answers

A. Vision
B. In Milestones
C. Objectives
D. Metrics
E. Virtues

Correct Answer: A, D
Section:

QUESTION 60
A nonprofit organization receives a number of donations from Donor Advised Funds where the check is written by the financial institution that houses the Donor Advised Fund. What should the consultant recommend to ensure that the Donor Advised Fund receives credit for the donation?

A. Add an additional Account lookup field on the Opportunity for the Donor Advised Fund
B. Add an Account lookup field on the Payment for the Opportunity for the Donor Advised Fund
C. Use a GAU allocation to credit the donation to the Donor Advised Fund
D. Use Account Soft Credits to credit the Donor Advised Fund

Correct Answer: D
Section:

QUESTION 61
How often are updates to the NPSP pushed to production orgs?

A. Three times per year
B. Four times per year
C. Once every two weeks
D. Once every month

Correct Answer: C
Section:

QUESTION 62
A nonprofit has been keeping track of donors' employers in a spreadsheet. The nonprofit has hired a consultant to upload data to the NPSP Affiliations object. What is the correct order for uploading the donors' employment information?

A. Upsert Contact records, export Contact ID, upsert Organization Accounts for employer with Organization Account ID in the "Primary Affiliation" field
B. Insert Organization Accounts for the employer, insert Contact records for the donor, insert Affiliation records for the employment information
C. Insert Affiliation records, export Contact records, export Account records, upsert Contact records
D. Upsert Organization Accounts, export Organization Account ID, upsert Contact record with Organization Account ID in the "Primary Affiliation" field

Correct Answer: B
Section:

QUESTION 63
The vice president of development of a nonprofit organization wants to be able to review giving in the pipeline at a high level, and track the organization's process towards finding new potential donors. The VP also wants to track program metrics as compared to donor histories. What should the consultant advise?

A. Packaged NPSP reports cannot be edited. Recreate all the reports found on the NPSP Development Forecasting dashboard to edit appropriately. Add additional reports to track program data.
B. Review the reports on the NPSP Fundraising Reports folder. Create additional reports to track program data. Schedule each report to be sent to the vice president every morning.
C. Review the components that are already on the NPSP Development Forecasting dashboard. Create additional reports and edit the dashboard to add components to track the program data.
D. Packaged NPSP dashboards cannot be edited. Recreate the NPSP Development Forecasting dashboard components. Add additional components to track program data.

Correct Answer: C
Section:

QUESTION 64
A nonprofit organization has a large number of duplicate contacts the consultant needs to clean up.
What should the consultant recommend to handle duplicate clean up in bulk?

A. Salesforce Duplicate Management
B. NPSP Contact Merge
C. Third party app from the AppExhange
D. Salesforce Data Loader

Correct Answer: B
Section:

QUESTION 65
A nonprofit organization is using a free trial of Nonprofit Cloud and engages with a consultant to do some custom configuration work. The consultant starts to gather requirements and look at the overall design. Which two things should the consultant know about the trial experiences available on the Salesforce.org website?

A. Five licenses are included at no cost for qualified customers
B. The trial choices include Lightning Enterprise or Lightnng Enterprise + NPSP
C. The free trial period is for 30 days
D. It is a Developer Edition org

Correct Answer: B, C
Section:

QUESTION 66
A nonprofit organization needs an email marketing tool that will measure email engagement and evaluates the fit of prospective supporters. Which two factors should the consultant recommend?

A. Pardot Grading
B. Marketing Cloud Measures
C. Marketing Cloud Reporting
D. Pardot Scoring

Correct Answer: A, D
Section:

QUESTION 67
A large nonprofit organization is a social enterprise that functions in many ways like a for-profit corporation. The organization does mot accept individual donations, but mostly engages with corporations, sponsors, and vendors by selling its own products to further its mission. The organization needs to manage Leads and track its Opportunity pipeline. Which account model should the consultant recommend?

A. Administrative Account Model in HEDA
B. Household Account Model in NPSP
C. Household Account Model without NPSP
D. Individual "Bucket" Account Model in NPSP
E. Salesforce Account Model without NPSP

Correct Answer: E
Section:

QUESTION 68
A nonprofit organization needs to send a mailing to all clients to invite them to an informational session on its workforce development program. The organization wants to track who it was sent to and who responded. The

organization is using the NPSP with the Household Account Model. What should a consultant advise them to do to accomplish this in Salesforce?

A. Create a report using the NPSP All Contacts report and add a filter to just include clients
B. Create a mailing list Campaign, then create a report using the type Contacts & Accounts with a filter for clients, then add to Campaign
C. Create a Campaign, filter a list view for clients and add to Campaign. Create a report with the type Campaigns with Campaign Members.
D. Create a Campaign field and add all clients to it, then use the Household Mailing List button to generate the mailing list.

Correct Answer: D
Section:

QUESTION 69
Salesforce recommends using V2MOM with customers in the requirements-gathering phase of a project. What is the desired outcome?

A. Customer adoption
B. Organizational alignment
C. Data security
D. Executive sponsorship

Correct Answer: B
Section:

QUESTION 70
A nonprofit organization has been informed of a deceased donor and wants to ensure that the donor no longer appears on any mailing lists. Which action should the nonprofit organization take on the donor's contact record?

A. Delete the values in the phone and email fields
B. Delete the Contact record
C. Select the Deceased field
D. Select the Do Not Email, Do Not Contact, and Email Opt Out fields

Correct Answer: C
Section:

QUESTION 71
The event manager for a nonprofit organization periodically imports a cleaned, structured list of event registrations. Now should the consultant set up the TDTM Trigger Handlers?

A. Disable Opportunity Contact Role trigger handlers.
B. Disable TDTM for specific users.
C. Disable the Trigger Handler using Apex instead of TDTM.
D. Disable TDTM for all users.

Correct Answer: B
Section:
Explanation:
https://powerofus.force.com/s/article/NPSP-Disable-Trigger-Handlers#ariaid-title3

QUESTION 72
A consultant is using the Conversion Utility tool to convert an NPSP account model from One-to-One to Household.

Which manual action will the consultant need to take after the Conversion Utility tool runs successfully?

A. Move Tasks from the One-to-One Accounts to the new Household Accounts.
B. Move Opportunities from the One-to-One Accounts to the new Household Accounts and Contacts.
C. Delete One-to-One account records.
D. Select a Primary Contact for each Household Account.

Correct Answer: B
Section:

QUESTION 73
A development officer wants to integrate wealth scoring information into Salesforce.
Which solution should the consultant recommend?

A. Pardot
B. Philanthropy Cloud
C. Salesforce Optimizer
D. A third-party app on the AppExchange

Correct Answer: D
Section:

QUESTION 74
A nonprofit organization has a large volume of donation and payment data that it wants to migrate to its NPSP org. Which two large volume data considerations should the consultant discuss with the nonprofit organization?
Choose 2 answers

A. Data storage limits
B. Data skew
C. Code coverage
D. API call limits

Correct Answer: A, B
Section:

QUESTION 75
A nonprofit admin notices the nightly NPSP batch jobs are suddenly taking significantly longer to complete than they did a month earlier.
What are two factors the consultant should tell the system admin to consider?
Choose 2 answers

A. A new standard roll-up summary field was added to an object.
B. A new Process Builder process was activated.
C. A new node tree was added to the role hierarchy.
D. A new customizable rollup was added in NPSP Settings.

Correct Answer: B, D
Section:

QUESTION 76
A consultant for a nonprofit needs to upload data that contains payments on existing opportunities in Salesforce using donation matching in the NPSP Data Importer.
After a gift is successfully matched to an existing record, which two updates may occur?
Choose 2 answers

A. The Stage of the Opportunity will change to Closed/Won.
B. The open Payment will be marked as Paid.
C. A Payment will be added to the Opportunity.
D. The Opportunity amount will include the new payment amount.

Correct Answer: B, D
Section:
Explanation:
https://powerofus.force.com/s/article/NPSP-Configure-Data-Importer-Options

QUESTION 77
A nonprofit has employed a contract developer for work involving objects that contain personal and personally identifiable information. The contractor is working in a full copy sandbox.
What should the consultant recommend to ensure the contractor is unable to access this sensitive data?

A. Encrypt all fields containing sensitive data with Classic Encryption.
B. Configure the contractor's Profile to prevent access to the sensitive data.
C. Implement Salesforce Data Mask and mask the sensitive data.
D. Implement Salesforce Shield and apply it to the sensitive data.

Correct Answer: C
Section:
Explanation:
https://trailhead.salesforce.com/en/content/learn/modules/salesforce-data-mask/understand-theimportance-of-data-privacy

QUESTION 78
A nonprofit wants to send an event cancellation notice to 150 Salesforce contacts without a separate email service provider. It wants to manage bounces, resend the notice as needed, and view the send history on the Contact record.
Which option should a consultant recommend to meet the requirements?

A. Journeys
B. Send List Email
C. Pardot
D. Salesforce Engage

Correct Answer: B
Section:
Explanation:
https://powerofus.force.com/s/article/SFDO-BP-Pardot-Basics-for-Nonprofit-and-Education

QUESTION 79
The system admin for a nonprofit is receiving a System.DmlException notification.
Where should the consultant view detailed information about the notification?

A. System Overview Page
B. Trigger Configuration
C. Error Log
D. Event Monitoring

Correct Answer: C
Section:

QUESTION 80
A nonprofit is using NPSP with the default account model and settings. A user creates and saves a new Contact leaving the Account Name blank.
How does NPSP handle the Account?

A. The Contact is added to an existing Account.
B. An Account is created with a household name.
C. An Account is created with the same name as the Contact.
D. The Account Name remains blank.

Correct Answer: B
Section:

QUESTION 81
A board member introduced a high-net-worth individual to the work of the nonprofit. The individual made a donation at an event.
The fundraising manager wants to record this information in Salesforce. It is important the donation is hard credited to the individual while ensuring this donation, as well as any future donations from the individual, are soft-credited to the board member. The board member and the individual already exist as contacts in Salesforce.
How should the data be entered*?

A. Create the donation opportunity for the individual. Add the board member as a Soft Credit contact role for the donation. Create k^a relationship between the board member and the individual.
B. Create a relationship between the individual and the board member with a Related Opportunity Contact Role of Soft Credit. Create the donation opportunity for the individual.
C. Create a relationship between the individual and the board member. Create the donation opportunity for the individual. Add the board member as a Soft Credit contact role to the donation.
D. Create a relationship between the individual and the board member. Create the donation opportunity for the individual. Enter a Partial Soft Credit for the board member.

Correct Answer: C
Section:

QUESTION 82
A nonprofit needs a marketing automation tool. They want to segment and target supporters over time, based on the supporters' engagement and how they interact with the nonprofit's emails. The nonprofit needs to create emails using Lightning Email Templates.
Which marketing automation tool should a consultant recommend?

A. List Emails
B. Salesforce Flow
C. Email Studio
D. Pardot

Correct Answer: D
Section:
Explanation:

https://www.salesforce.org/blog/how-nonprofits-can-use-pardot-for-moves-management/

QUESTION 83
A nonprofit has significant staff turnover and wants to ensure that the purpose of Salesforce field customization is clearly understood by system admins who are new to the nonprofit.
How should the consultant meet the requirement?

A. Run and view the Setup Audit Trail.
B. Complete all field descriptions.
C. Run the Schema Builder.
D. Create a field history report.

Correct Answer: C
Section:
Explanation:
https://trailhead.salesforce.com/content/learn/modules/data_modeling/schema_builder

QUESTION 84
A volunteer manager at a nonprofit wants to search for volunteers with landscaping skills who are available at a given time and add them to a shift. The nonprofit is using Volunteers for Salesforce.
What should the consultant advise to meet this requirement?

A. Create a list view on Contacts showing Volunteer Skills and Volunteer Availability. Add a filter for landscaping skills and sort the list to find volunteers who are available at the given time.
B. Click the the Volunteers Wizard and enter landscaping skills in the search box. Click search and filter the results by entering the desired Volunteer Availability. Select an available volunteer.
C. Click the Find Volunteers tab and fill in the Volunteer Status, Volunteer Availability, and Volunteer Skills tabs with the desired values. Click search and select an available volunteer.
D. Create a report with the report type of Contacts with Volunteer Hours and Volunteer Jobs. Filter the Jobs by landscaping and Volunteer Availability for the given time. Select an available volunteer.

Correct Answer: C
Section:

QUESTION 85
A consultant is working on a data migration to NPSP that includes tens of millions of records across many objects. The migration needs to take place over a weekend to minimize system downtime.
What should the consultant recommend?

A. SOAP API
B. NPSP DataImport
C. Bulk API
D. Data Import Wizard

Correct Answer: C
Section:

QUESTION 86
A nonprofit wants to record which services are provided to families. The nonprofit just installed the Program Management Module.
How should the consultant configure the Program Management Module?

A. Create a Program Engagement record and select each family's Household Account.
B. Create a Program Cohort record for each family and select the Program on the record.
C. Create a Program Cohort record for each family and select the cohort on the Program Engagement record.

D. Create a Program Engagement record and select the head of each family's household for the Contact.

Correct Answer: A
Section:

QUESTION 87
A nonprofit using NPSP receives funding it uses to award grants to national and local arts organizations. The nonprofit wants to track the funds it receives and allocates.
What should a consultant recommend to the nonprofit-?

A. Configure NPSP Settings to track inbound and outbound funds.
B. Configure NPSP Settings grants management functionality.
C. Install the Program Management Module.
D. Install the Outbound Funds Module.

Correct Answer: D
Section:

QUESTION 88
A nonprofit uses NPSP to manage its sustained giving program and plans to add Accounting Subledger.
Which configuration should the nonprofit review before the implementation?

A. Payment Allocations
B. Recurring Donations
C. NPSP Settings
D. Accounting Triggers

Correct Answer: A
Section:

QUESTION 89
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: A, C
Section:

QUESTION 90
Why is the development manager unable to see the Template changes?

A. The development manager requires additional permissions for the new Engagement Plan Template changes.
B. Changes to Engagement Plan Templates only affect new Engagement Plans.

C. Engagement Plan Template changes need to propagate through the platform.
D. Engagement Plan Template changes must be accepted by the user on the Template detail record first.

Correct Answer: B
Section:

QUESTION 91
A nonprofit needs to frequently import membership renewal and donation dat a. Each Import needs a different configuration that will update existing Contacts in addition to creating Opportunities.
Which tool should the consultant recommend?

A. NPSP Batch Data Import
B. Salesforce Data Loader
C. NPSP Data Importer
D. Salesforce Import Wizard

Correct Answer: C
Section:

QUESTION 92
A consultant is implementing Salesforce for a nonprofit client who is inexperienced with Salesforce.
The staff wants to assign an NPSP fundraising training module.
Which training resource should the consultant recommend?

A. Trailblazer Community Dashboard
B. Salesforce Help and Training
C. Trail Tracker by Trailhead
D. AppExchange Report

Correct Answer: C
Section:

QUESTION 93
A user creating Opportunities Wants information to appear on both the Opportunity record and the Payment record without having to enter it twice.
Which two steps should the consultant take to meet this requirement?
Choose 2 answers

A. Create custom fields on the Payment object.
B. Create lookup fields on the Payment object.
C. Create Payment Mappings in NPSP Settings.
D. Create custom automation on the Payment object.

Correct Answer: A, C
Section:

QUESTION 94
The system administrator at a nonprofit wants to use Advanced Mapping for regular data imports of constituent and donation data.
What is an important consideration of Advanced Mapping?

A. The target fields can only be text, currency, number, date or address fields.
B. The target objects must be NPSP objects.
C. The target objects must directly relate to Accounts, Contacts, or Opportunities.
D. Checkbox fields are unavailable to map to as target fields.

Correct Answer: B
Section:
Explanation:
(wrong),b(wrong), a(if d is wrong then a is also wrong),So Option C
https://help.salesforce.com/s/articleView?id=000358792&type=1

QUESTION 95
A nonprofit using NPSP wants to track fundraising, courses, and training participation in Salesforce.
What should the consultant discuss with the nonprofit?

A. Add Program Management Module to track courses and training participation.
B. Add Volunteers for Salesforce to track courses and training participation.
C. Use Engagement Plans for donor engagement that includes courses and training participation.
D. Use Education Data Architecture to track fundraising, courses, and training participation.

Correct Answer: D
Section:

QUESTION 96
A development director wants to compare year over year donation information on a weekly basis for the last five years in order to see giving trends via a bar chart. The director asks the consultant if reporting snapshots would work.
What should the consultant advise about the limitations of reporting snapshots?

A. Reporting snapshots can run on a monthly basis.
B. Reporting snapshots can display a line chart.
C. Reporting snapshots can show data for the past three years.
D. Reporting snapshots do NOT work retroactively.

Correct Answer: D
Section:
Explanation:
https://sfdo-docs.s3-us-west-2.amazonaws.com/npsp_reports.pdf

QUESTION 97
A developer wrote a trigger on the Contact object.
What are two benefits of using Table-Driven Trigger Management (TDTM) the consultant should discuss with the developer?
Choose 2 answers

A. Review code coverage.
B. Control the order in which the code executes.
C. Identify code that is unused.
D. Disable specific pieces of code.

Correct Answer: B, D
Section:
Explanation:
https://powerofus.force.com/s/article/NPSP-TDTM-Overview

QUESTION 98
A user at a nonprofit is trying to run a mailing list report on a campaign using the NPSP Household Mailing List button. They receive an error saying, "the data you are trying to access is unavailable." The button works as expected for the system administrator.
What should the consultant advise to troubleshoot the issue?

A. Check if the user has access to the Apex Class for Manage Households.
B. Check if the Campaign ID filter in the Campaign Household Mailing List report is unlocked.
C. Check if the user has the View Reports in Public Folders system permission.
D. Check if the user has access to Households via Role hierarchy.

Correct Answer: B
Section:

QUESTION 99
A nonprofit plans to use the Program Management Module (PMM) to manage Its service delivery.
Case managers must be able to create and edit service delivery records.
How can the consultant change the configuration to meet this requirement?

A. Permission Sets
B. Sharing Rules
C. License Type
D. Role Hierarchy

Correct Answer: A
Section:
Explanation:
https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofitcloud/manage-nonprofit-programs-with-salesforce?trail_id=manage-programs-with-nonprofit-cloud

QUESTION 100
A system admin used NPSP Contact Merge and notices the number of household accounts has changed from 12,345 to 12,300 and is concerned that accounts have been lost.
What is the likely cause for the missing accounts?

A. The merge automatically creates Household Accounts.
B. The merge converts Household Accounts to Household custom object records.
C. The merge automatically deletes any empty Household Accounts without Contacts or Opportunities.
D. The merge combines Household Accounts with Contacts.

Correct Answer: C
Section:
Explanation:
https://powerofus.force.com/s/article/NPSP-Merging-Contacts

QUESTION 101

The system administrator at a nonprofit encounters a 500 server error when trying to map additional objects and fields with Advanced Mapping.
What is likely causing the error?

A. A user modified or deleted a mapped field.
B. The administrator is trying to map to an object from a managed package.
C. The administrator is trying to map to an unsupported field type.
D. The target field has a validation rule in place.

Correct Answer: A
Section:

QUESTION 102
A nonprofit provides after-school programs to historically underserved youth. The nonprofit wants to track each program and the status of youth enrolled in the program.
Which set of objects within the Program Management Module should a consultant use to track the programs and enrollments?

A. Programs and Attendance
B. Programs and Program Engagements
C. Programs and Contacts
D. Program Engagements and Program Cohorts

Correct Answer: B
Section:
Explanation:
https://trailhead.salesforce.com/content/learn/modules/program-management-with-nonprofitcloud/manage-nonprofit-programs-with-salesforce

QUESTION 103
A nonprofit wants to integrate its existing proprietary event management system with Salesforce.
The nonprofit wants to automatically send event and attendee data from its external system and create Campaigns and Campaign Members in Salesforce on a daily basis.
What should the consultant recommend?

A. Use a middleware tool to integrate the external system with Salesforce.
B. Use NPSP Batch Data Import to schedule regular Imports from the external system.
C. Use Salesforce Connect to integrate the external system with Salesforce.
D. Use NPSP Data Importer Templates to import the necessary data.

Correct Answer: C
Section:
Explanation:
https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2021-01-10.q37/anonprofit-organization-wants-to-integrate-its-event-management-system-and-salesforce-theorganization

QUESTION 104
A consultant is assisting a nonprofit in its data integration and mapping between two systems. The consultant is unsure when a particular field was added to NPSP.
Where can the consultant find the NPSP version number for the field in question?

A. Schema Builder
B. NPSP package details
C. Custom field definition detail

D. NPSP Data Dictionary

Correct Answer: D
Section:
Explanation:
https://powerofus.force.com/s/article/NPSP-Which-Version-Am-I-Using

QUESTION 105
A nonprofit using NPSP wants to track all donations that go to a designated fund.
How should a consultant meet this requirement?

A. Create an Opportunity record type called "Funds".
B. Create a General Accounting Unit record for the designated fund.
C. Create a custom object to track fund accounts.
D. Create a GAU Allocation record for the designated fund.

Correct Answer: D
Section:

QUESTION 106
A nonprofit wants to present active volunteer sites on a map which should be visible without logging in.
Which tool would support this requirement?

A. Tableau CRM
B. Tableau Public
C. Custom Report
D. Custom Dashboard

Correct Answer: B
Section:

QUESTION 107
Which two objects in the Program Management Module are directly connected to objects in Nonprofit Cloud Case Management?
Choose 2 answers

A. Client Alert
B. Case
C. Service Delivery
D. Program

Correct Answer: B, C
Section:
Explanation:
The PMM has two main objects — Programs and Services — and several objects that connect those objects together with contacts and household accounts

QUESTION 108
A nonprofit runs a large scholarship program for high-school graduates. It wants to use Salesforce to help with accepting external scholarship applications, reviewing processes, and tracking requirements.
Which two solutions should the consultant recommend to meet this requirement?

Choose 2 answers

A. NPSP Opportunities with GAU Allocation
B. Web-to-lead form
C. Experience Cloud
D. Outbound Funds Module

Correct Answer: B, D
Section:

QUESTION 109
A nonprofit uses Salesforce for fundraising and managing its educational programs. Its membership data is stored in a proprietary membership management system. The nonprofit wants real-time insights into whether its donors are members, their renewal dates, and other related data points.
The membership data only needs to be viewed.
What should a consultant recommend to meet the requirement?

A. Utilize Salesforce Connect to store this information in External Objects.
B. Utilize Big Objects to store this information in Custom Objects.
C. Utilize Salesforce Connect to store this information in Custom Objects.
D. Utilize Big Objects to store this information in External Objects.

Correct Answer: C
Section:

QUESTION 110
A nonprofit has a large volume of contacts, accounts, and address records and wants to migrate all of its data into NPSP.
What are two considerations?
Choose 2 answers

A. Managing multiple addresses introduces more complexity.
B. Three addresses per contact or organization can be migrated into NPSP.
C. The default address is updated on a nightly basis.
D. Address records consume additional data storage.

Correct Answer: A, D
Section:

QUESTION 111
A nonprofit's system admin has seen this error message multiple times:
Npsp,TDTMCContact:execution of AfterUpdate caused by : System,SObjectException:Invalid field gender_c Contect (npsp) How should the admin troubleshoot this?

A. Check to make sure there are no invalid values in the gender field on Contact records.
B. Verify that all Reciprocal Relationships are mapped to gender field values.
C. Check that Salutations have been mapped to gender field values.
D. Verify the correct field for gender is specified in Relationship settings.

Correct Answer: A

Section:

QUESTION 112
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
Section:

QUESTION 113
A nonprofit wants to be in full compliance with Salesforce best practices for data security and has asked its consultant an evaluation.
Which tool should the consultant use to provide this assessment?

A. NPSP Health Check
B. Salesforce Health Check
C. Salesforce Optimizer
D. Shield Platform Encryption

Correct Answer: A
Section:

QUESTION 114
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. B28 Marketing Analytics
B. NPSP Advanced Mapping
C. Salesforce Reports
D. Insights Platform Data Integrity

Correct Answer: C
Section:

QUESTION 115
A nonprofit on Unlimited Edition uses direct mail extensively as a fundraising channel. The nonprofit wants to automate the search for duplicate contact records.
What should the consultant recommend implementing?

A. Matching Rules
B. Duplicate Rules
C. Scheduled Apex Jobs
D. Duplicate Jobs

Correct Answer: A
Section:

QUESTION 116
A consultant is tasked with implementing NPSP for a UK-based nonprofit. One of their requirements is to localize the US-focused labels of some NPSP fields, such as replacing all references to Organization with Organisation.
What should the consultant do to meet the requirement?

A. Create a support case to change the label.
B. Activate English (UK) In Language Settings.
C. Override the default English labels in Translation Workbench.
D. Reword the field label in Setup.

Correct Answer: B
Section:

QUESTION 117
A volunteer with a nonprofit works at Universal Containers. The volunteer is recorded in Salesforce as part of the Household's account record, but Universal Containers needs to be entered into the Salesforce system.
How should a consultant track the volunteer's relationship with Universal Containers?

A. Create a Universal Containers Organization Account and create a Relationship record between the volunteer and Universal Containers.
B. Create a Universal Containers Organization Account and create an Affiliation record between the volunteer and Universal Containers.
C. Create a Lead for the volunteer at Universal Containers and create a Relationship record between the volunteer Lead and the volunteer Contact.
D. Create a Lead for the volunteer at Universal Containers and create an Affiliation record between the volunteer Lead and Universal Containers.

Correct Answer: B
Section:

QUESTION 118
Donations made by nonprofit volunteers are captured on a spreadsheet monthly. The nonprofit utilizes NPSP and Volunteers for Salesforce.
Which two NPSP Data Import features will streamline the import of these donations?
Choose 2 answers

A. Create a Batch and map Opportunity Primary Contact on First and Last Name.
B. Schedule a Batch by updating the NPSP Scheduled Batches.
C. Create a Batch and match Contact on First and Last Name.
D. Schedule a Batch by checking the Process Using Scheduled Job checkbox.

Correct Answer: C, D
Section:

QUESTION 119
A consultant began an implementation project with a nonprofit that is new to Salesforce. The nonprofit's leadership is hesitant to spend time at the beginning of the project on change management.
What are three reasons the consultant can share to emphasize the value and importance of governance?
Choose 3 answers

A. Cost savings
B. Compliance

C. Security
D. Technical Interoperability
E. Delivery Speed

Correct Answer: A, B, E
Section:

QUESTION 120
A nonprofit wants its staff to spend most of their time in Salesforce. but the staff needs access to several other applications as well. The nonprofit wants a solution that allows staff to use other applications without leaving Salesforce.
How should the consultant integrate these applications?

A. Implement Salesforce Canvas
B. Configure External Data Sources
C. Configure External Objects
D. Implement Distributed Marketing

Correct Answer: A
Section:

QUESTION 121
A case manager wants to assign a group of services to a client.
What should the consultant ensure is configured prior to the case manager using the Case Plan Wizard?

A. A Program with Goals
B. A Program with Goals and Action Item Templates
C. A new Case Plan
D. A Program with Action Item Templates

Correct Answer: B
Section:

QUESTION 122
A nonprofit stores a government-issued personal identification number on each constituent's Contact record in an encrypted field.
What should a consultant enable on a Permission Set to ensure the personal identification number is fully accessible by a subset of org users?

A. View All Data system permission
B. View Encrypted Data system permission
C. Manage Encryption Keys system permission
D. View All Contact object permission

Correct Answer: B
Section:

QUESTION 123
A nonprofit has a membership program it wants to manage in Salesforce.
What are two items the consultant needs to configure so the membership rollups in NPSP work properly?

A. Create a custom field for Membership Amount and select it for membership rollups.
B. Select the membership record type for membership rollups.
C. Create an Opportunity record type for memberships.
D. Set a grace period for memberships.

Correct Answer: B, C
Section:

QUESTION 124
Which one do you like?

A. Option 3
B. Option 2
C. Option 1
D. Option 4

Correct Answer: C
Section:

QUESTION 125
A nonprofit organization wants to integrate its event management system and Salesforce. The organization wants to automatically send event and event attendee data from its event management system and create Campaigns and Campaign Members in Salesforce on a daily basis. What should the consultant recommend?

A. Export event and event attendee information to the NPSP Import Template and import into Salesforce
B. Consider using a middleware tool to integrate the event management system with Salesforce
C. Export Campaign and Campaign Member information and import into the event management system
D. Consider using Salesforce Connect

Correct Answer: D
Section:

QUESTION 126
Which two scenarios should be included in a Salesforce-recommended V2MOM?

A. Metrics
B. Virtues
C. Milestones
D. Vision
E. Objectives

Correct Answer: D, E
Section:

QUESTION 127
A nonprofit organization wants to add any donor who gives to its Capital Fund to the Capital Campaign. Which two steps should be taken to accomplish this?

A. Populate the Primary Campaign Source field on the Opportunity record
B. Upload a list of all donors as Campaign Members using the Data Import Wizard
C. Enable the Automatic Campaign Member Management in NPSP settings
D. Create a trigger that automatically adds any donor as a Campaign Member

Correct Answer: A, C
Section:

QUESTION 128
A nonprofit wants to use Volunteers for Salesforce for volunteer management. Which action should a consultant take before installing the package?

A. Apply for license donation for Volunteers for Salesforce.
B. Check that the nonprofit has the most recent NPSP release.
C. Ensure the Program Management Module Is already Installed.
D. Compare usage of roll-up summary fields to limits.

Correct Answer: D
Section:

QUESTION 129
In the NPSP Data Import Template, the Account fields should contain which two types of information?
Choose 2 answers

A. Household-related data
B. Contact's employer-related data
C. Business-related data
D. Contact's address-related data

Correct Answer: B, C
Section:

QUESTION 130
A nonprofit wants to manage incoming donations, and provide a portal for its constituents and staff members. The nonprofit also wants to create a new web experience for constituents.
Which solution should a consultant recommend?

A. NPSP with Accounting Subledger
B. NPSP with Experience Cloud
C. NPSP with Account Engagement
D. NPSP with Program Management Module

Correct Answer: B
Section: