Exam Questions Nonprofit-Cloud-Consultant

Salesforce Certified Nonprofit Cloud Consultant (SP20)

https://www.2passeasy.com/dumps/Nonprofit-Cloud-Consultant/

NEW QUESTION 1
- (Exam Topic 1)
A consultant is upgrading a non-profit client from version 2 of NPSP to version 3. Which action should the consultant take before running the NPSP Installer?

A. Delete all fields labelled Deprecated.
B. Upgrade the Recurring Donations package by itself.
C. Delete the custom Households object.
D. Run NPSP Health Check.

Answer: B

NEW QUESTION 2
- (Exam Topic 1)
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

Answer: AD

NEW QUESTION 3
- (Exam Topic 1)
A development associate using NPSP wants to add the Check/Reference Number on a report but does not see that field in the Report Builder. What should the consultant advise?

A. Check if the report type includes Opportunities.
B. Check if the report type includes Payments
C. Check a custom field, "Check/Reference Number" on Opportunity
D. Check a custom field, "Check/Reference Number" on Payments

Answer: B

NEW QUESTION 4
- (Exam Topic 1)
How can a gift officer determine if an acknowledgment letter was sent for a donation?

A. Check the Status picklist value on the Task object.
B. Check if the Campaign Member status is set to "Acknowledged".
C. Check the Acknowledgement Status picklist value on the Opportunity object.
D. Check the Acknowledgement Status picklist value on the Contact object.

Answer: C

NEW QUESTION 5
- (Exam Topic 1)
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.

Answer: A

NEW QUESTION 6
- (Exam Topic 1)
A nonprofit organization using NPSP does a lot of mailings and wants to ensure states and countries are entered accurately into Salesforce. The nonprofit has heard about State and Country Picklists and asked its consultant about enabling them. What are two considerations the consultant should raise about enabling State and Country Picklists and asked its consultant about enabling them. What are two considerations the consultant should raise about enabling State and Country Picklists for NPSP?

A. NPSP Data Import object doesn't support State and Country abbreviations in picklist form
B. The Individual ("Bucket") account model does not support State and Country Picklists
C. Predefined State and Country abbreviations on Address records must be used
D. State and Country Picklist values can only be configured on the Address object

Answer: AC

NEW QUESTION 7
- (Exam Topic 1)
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.

Answer: AC

NEW QUESTION 8
- (Exam Topic 1)
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.

Answer: CD

NEW QUESTION 9
- (Exam Topic 1)
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

Answer: AD

NEW QUESTION 10
- (Exam Topic 1)
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

Answer: B

NEW QUESTION 10
- (Exam Topic 1)
A nonprofit organization is migrating from a standard Salesforce org to an NPSP org. It has a large volume of contacts. The nonprofit organization is considering using an Individual ("Bucket") account model. What are two considerations in this situation?

A. The Individual account model is a legacy account model and is no longer recommended.
B. Once the Individual model is enabled, it cannot be changed.
C. The Account name is identical to the Contact name.
D. There is a risk of account data skew with the Individual account model and the large volume of contacts.

Answer: CD

NEW QUESTION 13
- (Exam Topic 1)
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.

Answer: A

NEW QUESTION 14
- (Exam Topic 1)

A nonprofit organization needs to import a list of donations made at a recent gala. Several of the donors have more than one mailing address. What is the correct order of objects to import data in Salesforce?

A. Opportunity, Campaign, Contact, Address, Account
B. Account, Address, Contact, Campaign, Opportunity
C. Contact, Opportunity, Account, Address, Campaign
D. Lead, Account, Address, Campaign, Opportunity

Answer: B

NEW QUESTION 16
- (Exam Topic 1)
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

Answer: B

NEW QUESTION 18
- (Exam Topic 1)
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

Answer: D

NEW QUESTION 23
- (Exam Topic 1)
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

Answer: C

NEW QUESTION 26
- (Exam Topic 1)
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

Answer: E

NEW QUESTION 31
- (Exam Topic 1)
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

Answer: E

NEW QUESTION 32
- (Exam Topic 1)
A nonprofit organization is using NPSP Data Importer for Contacts. The consultant has noticed that even though the mappings are correct, some of the Account records are not automatically being created. Which two things should the consultant check?

A. If all the email addresses are properly formatted

B. If all records have a phone number
C. If the required fields are included in the import
D. If there are required fields on the Account

Answer: CD

NEW QUESTION 33
- (Exam Topic 1)
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

Answer: B

NEW QUESTION 34
- (Exam Topic 1)
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 Campaig
D. Change the values in Campaign Member Status from Sent/Responded to Current/Former.
E. Install the Salesforce.org Higher Education Data Architecture (HEDA) managed package and use Affiliations.

Answer: D

NEW QUESTION 35
- (Exam Topic 1)
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.

Answer: B

NEW QUESTION 38
- (Exam Topic 1)
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 theexecutive 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.

Answer: A

NEW QUESTION 40
- (Exam Topic 1)
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.

Answer: B

NEW QUESTION 41
- (Exam Topic 1)
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

Answer: ABD

NEW QUESTION 43
- (Exam Topic 1)
Which resource should the consultant recommend to a non-profit organization to suggest new features in NPSP?

A. Power of Us Hub
B. Salesforce Help
C. Salesforce AppExchange
D. Trailblazer Community

Answer: A

NEW QUESTION 45
- (Exam Topic 1)
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.

Answer: D

NEW QUESTION 49
- (Exam Topic 1)
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

Answer: A

NEW QUESTION 53
- (Exam Topic 1)
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

Answer: D

NEW QUESTION 56
- (Exam Topic 1)
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

Answer: D

NEW QUESTION 61
- (Exam Topic 1)
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".

Answer: A

NEW QUESTION 64
- (Exam Topic 1)
A nonprofit customer is concerned about its users having their Salesforce usernames and passwords compromised. Which Salesforce security feature should the consultant recommend?

A. Set up two-factor authentication
B. Add IP ranges on user profiles
C. Specify a My Domain login policy for its Salesforce instance
D. Specify a Trusted IP Range for each user

Answer: A

NEW QUESTION 66
- (Exam Topic 1)
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

Answer: A

Explanation:
https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2021-01-10.q37/a-nonprofit-organ ((see in comments)

NEW QUESTION 70
- (Exam Topic 1)
A consultant needs to set up a sandbox strategy for a nonprofit implementation project involving two major development initiatives. For which three purposes should separate sandboxes be used?

A. Quality Assurance
B. Analytics
C. Field Tracking
D. Staging
E. Development

Answer: ADE

NEW QUESTION 73
- (Exam Topic 1)
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.

Answer: D

NEW QUESTION 74
- (Exam Topic 1)
A nonprofit organization has engaged a consultant to implement NPSP and has a large membership program it wants to manage in Salesforce. Which two things does the consultant need to set up to ensure that the membership rollups in NPSP will work properly?

A. Ensure there is a custom field created for Membership Amount and selected for membership rollups
B. Check that the membership record type is selected for membership rollups.
C. Ensure there is an Opportunity record type set up for memberships
D. Check that the grace period is set up for memberships.

Answer: BD

NEW QUESTION 79
- (Exam Topic 1)
A nonprofit organization is currently using Person Accounts in Salesforce. The organization now wants to use the NPSP Household Account model instead and does not want system administrators to interact with anything related to the Person Account model. What should the consultant advise?

A. Export all Person Account data, then create a help ticket asking Salesforce to uninstall Person Accounts, then install NPSP and reimport the data
B. Install NPSP in its Salesforce org and set the account model to Household Accounts and the record type to Person Accounts
C. Apply for a new Salesforce NPSP org and request a license transfer, then migrate existing data from the current system to the new Salesforce instance
D. Extract the Person Account data, uninstall Person Accounts, install NPSP and reimport the data.

Answer: C

NEW QUESTION 84
- (Exam Topic 2)
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.

Answer: A

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

NEW QUESTION 85
- (Exam Topic 2)
A nationally federated nonprofit is implementing a single Salesforce org to provide shared fundraising services to its four regional affiliates. Each affiliate and the national nonprofit must see only its own donor data.
Which Salesforce feature would enable this level of record access?

A. Divisions
B. Record Types
C. Role Hierarchy
D. Criteria-based sharing

Answer: A

Explanation:
(Role hierarchy) https://trailhead.salesforce.com/en/content/learn/modules/data_security/data_security_records
Role hierarchies ensure managers have access to the same records as their subordinates. Each role in the hierarchy represents a level of data access that a user or group of users needs.

NEW QUESTION 88
- (Exam Topic 2)
A nonprofit has engaged a consultant to help export detailed accounting transactions to its existing external financial system using Accounting Subledger. The nonprofit requires export of all pledges when they are booked.
Which solution should the consultant recommend?

A. Upgrade Accounting Subledger from Starter Edition to Growth Edition.
B. Set "Pledged" stage to "Committed" in Stage to State Mapping.
C. Set "Pledged" stage to "Finalized" m Stage to State Mapping.
D. Use Process Builder to create Ledger Entries on Opportunity update.

Answer: B

Explanation:
https://powerofus.force.com/s/article/ASL-Automate-Stage-to-State-Mappings

NEW QUESTION 93
- (Exam Topic 2)
A nonprofit receives many tribute gifts and wants to ensure that the person being honored by the gift consistently receives the proper soft credit.
How should the consultant advise them to configure this in NPSP?

A. Set up Automatic Opportunity Contact Roles and enter Honoree for Honoree Opportunity Contact Role.
B. In the New Donation entry screen populate the Honoree lookup field.
C. Set the Contact Role for individual Opportunities to Honoree.
D. Enable Advanced Mapping and map the Honoree to Honoree Opportunity Contact Role.

Answer: A

Explanation:
https://trailhead.salesforce.com/en/content/learn/modules/opportunity-settings-in-nonprofit-success-pack/set-up
https://trailhead.salesforce.com/en/content/learn/modules/donation-soft-credit-management-with-nonprofit-succ Need to read about Honoree and Soft credit in detail

NEW QUESTION 95
- (Exam Topic 2)
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

Answer: B

Explanation:
https://trailhead.salesforce.com/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonp

NEW QUESTION 96
- (Exam Topic 2)
The system admin at a nonprofit has set up automated soft credits to grant to the solicitor of each donation. The development director wants a report to show who the solicitor is for each donor.
Which report type does the system admin need to use to create the requested report?

A. Contacts with Relationships
B. Opportunities with Contact Roles
C. Opportunities with Partial Soft Credits and Contacts
D. Accounts with Contact Roles and Household

Answer: B

NEW QUESTION 101
- (Exam Topic 2)
The program manager of an after-school program wants to pull a report that shows all students in the program and their primary parent/guardian with the parent/guardian's cell phone and email. The nonprofit is using NPSP.
Which custom report type should the consultant use to create the report?

A. Program Engagements with or without Household Account
B. Service Participants with or without Program Engagement
C. Contacts with or without Relationships
D. Contacts with or without Service Participants

Answer: A

Explanation:
https://trailhead.salesforce.com/trailblazer-community/feed/0D54S00000A7atiSAB

NEW QUESTION 106
- (Exam Topic 2)
A nonprofit wants to predict the likelihood of a contact recurring donor. What should the consultant recommend to meet

A. Create NPSP Levels for number of donations
B. Implement NPSP Enhanced Recurring Donations
C. Create a Customizable Rollup Field for number
D. Implement Einstein for Nonprofits

Answer: D

NEW QUESTION 109
- (Exam Topic 2)
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.

Answer: BD

Explanation:
https://powerofus.force.com/s/article/NPSP-TDTM-Overview

NEW QUESTION 111
- (Exam Topic 2)
A consultant has installed NPSP and is setting up Relationships using List Settings. The nonprofit wants the reciprocal relationship to be selected automatically based on gender.
On which object should the consultant create the custom "Gender" field?

A. Affiliation
B. Relationship
C. Contact
D. Account

Answer: B

Explanation:
https://powerofus.force.com/s/article/NPSP-Manage-Relationships-Settings

NEW QUESTION 114
- (Exam Topic 2)
A nonprofit using NPSP has just implemented the Program Management Module. The nonprofit wants to migrate its client and program data.
Which two steps should the consultant use to import and deduplicate the data against existing records? Choose 2 answers

A. Upload the program data using the NfSP Data Importer.
B. Upload the client data using the Data Import Wizard.
C. Upload the client information using the NPSP Data Importer.
D. Upload the program data using the Data Import Wizard.

Answer: CD

Explanation:
https://powerofus.force.com/s/article/NPSP-BP-Getting-Started-Program-Management#week4

NEW QUESTION 118
- (Exam Topic 2)
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

Answer: AB

NEW QUESTION 122
- (Exam Topic 2)
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.

Answer: BD

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

NEW QUESTION 127
- (Exam Topic 2)
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.

Answer: AC

NEW QUESTION 131
- (Exam Topic 2)
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.

Answer: D

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

NEW QUESTION 133
- (Exam Topic 2)

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

Answer: A

NEW QUESTION 136
- (Exam Topic 2)
A human services nonprofit needs to track client goals and action items related to those goals. The nonprofit is unsure whether Program Management Module alone will meet Its requirements. The nonprofit is considering whether to implement Nonprofit Cloud Case Management.
What should the consultant discuss with the nonprofit?

A. Program Management Module has custom objects for calendars and activities.
B. Program Management Module can track Case Plans and Action Items.
C. Case Management has a custom object for tracking goals.
D. Case Management requires Experience Cloud licenses.

Answer: C

Explanation:
check the entity relationship diagram

NEW QUESTION 140
- (Exam Topic 2)
A nonprofit considers risk mitigation to be vital to the success of its implementation project. What are three elements impacted by change that cause risk?

A. People, processes, cost
B. Time, governance, people
C. Quality, processes, time
D. Cost, quality, time

Answer: D

Explanation:
https://trailhead.salesforce.com/content/learn/modules/project-risk-management-for-partners/identify-assess-add

NEW QUESTION 142
- (Exam Topic 2)
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

Answer: B

NEW QUESTION 143
- (Exam Topic 2)
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.

Answer: D

NEW QUESTION 146
- (Exam Topic 2)
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

Answer: B

NEW QUESTION 151
- (Exam Topic 2)
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.

Answer: BC

NEW QUESTION 154
- (Exam Topic 2)
A nonprofit using Case Management wants to avoid visually identifying a subset of clients. How should a consultant configure the view of Contact records to meet the requirement?

A. Remove Client Photo Component from the Lightning Record Page.
B. Set Component Visibility for the Client Card Component.
C. Remove Client Card Component from the Lightning Record Page.
D. Set Component Visibility for the Client Photo Component.

Answer: D

NEW QUESTION 155
- (Exam Topic 2)
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

Answer: A

NEW QUESTION 156
- (Exam Topic 2)
The development director wants all users to only see Engagement Plans on Opportunity records for donations with an Amount greater than 10,000.
How should this be accomplished?

A. Add the Related List - Single Lightning component to the Opportunity Lightning pag
B. Add a component visibility filter to display the Engagement Wan when the Opportunity Amount field is greater than 10,000.
C. Create a tab and associate the Engagement Plan object to the ta
D. Add the Related List - SingleLightning component and set it to Engagement Plan
E. Give read access for the Engagement Plan object to all profiles.
F. Create a custom Lightning component that displays all Engagement Plan
G. Add the component to the Opportunity Lightning Pag
H. Assign the Lightning Page as the Org Default and Activate it.
I. Add the Related Lists component to the Opportunity Lightning pag
J. Set the component visibility filter to ensure the Opportunity Amount field is greater than 10,000. Assign the page to the development director's profile.

Answer: D

NEW QUESTION 160
- (Exam Topic 2)
A nonprofit wants to make a substantial technology shift that will affect multiple teams and departments. Which two initial steps should a consultant discuss with the nonprofit?
Choose 2 answers

A. Form a powerful guiding coalition.
B. Summarize final technology implementation steps.
C. Deploy features to meet departmental requirements.
D. Establish a sense of urgency.

Answer: CD

NEW QUESTION 163
- (Exam Topic 2)
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

Answer: C

NEW QUESTION 164
- (Exam Topic 2)
Which two scenarios should be included in a Salesforce-recommended V2MOM?

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

Answer: DE

NEW QUESTION 168
- (Exam Topic 2)
A consultant has is encountering an issue when configuring Nonprofit Cloud Case Management and wants to know if it is a documented issue.
Where should the consultant look first to confirm if it is a known product issue?

A. Salesforce Trust Site
B. AppExchange
C. Trailblazer Community
D. Salesforce Help

Answer: B

NEW QUESTION 169
- (Exam Topic 2)
A system admin encounters an error at run time that a record update failed when a Customizable Rollup ran. Which attribute would cause an error?

A. The object from which the record is derived is a custom object.
B. The target field is on the correct object.
C. The object from which the record is derived is an NPSP object.
D. The target field has an active validation rule.

Answer: D

NEW QUESTION 172
- (Exam Topic 2)
A consultant is migrating historic donation records into a nonprofit's Salesforce org. Many of these donations were paid in multiple installments.
What should the consultant do to correctly match the Payments to the Opportunities?

A. Set the Stage field to "Closed Lost".
B. Delete the automatically created payments.
C. heck the Do Not Automatically Create Payment field.
D. Change the Opportunity record type to an excluded value.

Answer: C

NEW QUESTION 173
- (Exam Topic 2)
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.

Answer: CD

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

NEW QUESTION 175
- (Exam Topic 2)
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.

Answer: A

NEW QUESTION 179
- (Exam Topic 2)
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.

Answer: AD

NEW QUESTION 181
- (Exam Topic 2)
When a system admin for a nonprofit times to import data into the NPSP Data Import Object, the error message: "The matching field you chose (Record ID) is not mapped and is required for an Update and Insert operation" appears.
What are two actions the system admin can take to resolve the error? Choose 2 answers

A. Select the appropriate Record ID in the Salesforce Data Import Wizard.
B. Select "Insert" if the admin is using the Salesforce Data Loader.
C. Select "Upsert" if the admin is using the Salesforce Data Loader.
D. Select --None-- for all matching fields if the admin is using the Salesforce Data Import Wizard.

Answer: A

Explanation:
https://developer.salesforce.com/forums/?id=9060G000000I7sYQAS ,and “D”.(https://powerofus.force.com/s/article/NPSP-Troubleshooting)

NEW QUESTION 183
- (Exam Topic 2)
A consultant is planning to use Accounting Subledger and migrate 20 years of donation data into NPSP for a nonprofit that receives more than 200,000 donations each year.
Which two features should the consultant consider implementing to improve search performance? Choose 2 answers

A. Salesforce Object Search Language (SOSL)
B. Skinny Tables
C. Custom Index
D. Salesforce Optimizer

Answer: BC

Explanation:
https://trailhead.salesforce.com/en/content/learn/modules/search_solution_basics/search_solution_basics_optimi

NEW QUESTION 186
- (Exam Topic 2)
A nonprofit is migrating from a legacy donor management database. The database has donor contact information, donation history, and payment information.
How should the consultant load the data from the database using a single file to create the related records?

A. Data Loader
B. Data Import Wizard
C. NPSP Data Importer
D. Workbench

Answer: C

Explanation:
https://sites.google.com/a/cloud4good.com/salesforce-glossary/home/npsp-user-manual/chapter-4-entering-data/

NEW QUESTION 187
- (Exam Topic 2)
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

Answer: B

NEW QUESTION 191
- (Exam Topic 2)
A Household Account has Contacts with Affiliations, Relationships, and Closed/Won donations associated with it.
What is the outcome when a system admin attempts to delete this Household Account record?

A. Since Closed/Won donations are associated with the Account record, an error message displays.
B. The Household Account record and its standard related records are deleted.
C. Since Affiliations and Relationships are associated with the Contacts in this Account, an error message displays.
D. The Household Account record and its standard related records remain.

Answer:

A

NEW QUESTION 195
- (Exam Topic 2)
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.

Answer: B

Explanation:
https://trailhead.salesforce.com/content/learn/modules/data_modeling/schema_builder

NEW QUESTION 198
- (Exam Topic 2)
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.

Answer: AC

NEW QUESTION 202
- (Exam Topic 2)
A nonprofit needs to load approximately 3 million records into Salesforce. Which API will load the data in the most efficient manner?

A. Bulk API
B. SOAP API
C. REST API
D. Streaming API

Answer: A

NEW QUESTION 206
- (Exam Topic 2)
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

Answer: AB

NEW QUESTION 210
- (Exam Topic 2)
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.

Answer: CD

NEW QUESTION 212
- (Exam Topic 2)
A system admin is trying to figure whether the nonprofit's internal release schedule conflicts with either Salesforce.com or Salesforce.org major releases.
What are two facts about Salesforce.org major releases the consultant could share with the admin? Choose 2 answers

A. The Salesforce.org release schedule can be found on the SFDO Major Release Announcements group.
B. Salesforce.org major releases follow the same schedule as Salesforce.com releases.
C. The Salesforce.org release schedule can be found on the Salesforce Trust website.
D. Salesforce.org major releases arrive approximately one month after Salesforce.com releases.

Answer: C

NEW QUESTION 214
- (Exam Topic 2)
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.

Answer: D

NEW QUESTION 217
- (Exam Topic 2)
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.

Answer: B

NEW QUESTION 218
- (Exam Topic 2)
A nonprofit wants to use Customizable Rollups in its NPSP org. What should the consultant advise1?

A. After Customizable Rollups are enabled, it is irreversible.
B. Advanced Currency Management is unsupported by Customizable Rollups.
C. Existing User Defined Rollups need to be re-created as Customizable Rollups.
D. Customizable Rollups can only be used in orgs using the Household Account model.

Answer: D

Explanation:
https://powerofus.force.com/s/article/NPSP-Enable-Cust-Rollups

NEW QUESTION 222
- (Exam Topic 2)
A nonprofit wants to run an enrollment report for its education classes.
Which Program Management Module object should the consultant use to build the report?

A. Service Delivery
B. Program Engagement
C. Program Cohort
D. Service

Answer: B

NEW QUESTION 225
- (Exam Topic 2)
An employee has been terminated at a nonprofit. The nonprofit's system admin immediately disabled the former employee as a Salesforce user but is concerned the employee may have exported exposed login credentials to multiple external systems before departing.
Which feature should the consultant recommend to protect this data In the future?

A. Organization-wide Defaults
B. Individual Object
C. Shield Platform Encryption
D. Named Credentials

Answer: C

NEW QUESTION 228
- (Exam Topic 2)
A nonprofit wants to implement an external email platform that integrates with Salesforce. The integration will record every email sent to a subscriber, as well as which recipients open the email, click a link, or unsubscribe.
Which two storage considerations should the consultant take into account before recommending an email platform?
Choose 2 answers

A. Campaign Member records use less storage space than custom object records.
B. Email subscribers' activities can be retained for a certain length of time.
C. Unsubscribed Leads should be deleted from Salesforce immediately.
D. Subscribers must be synced as Leads and Campaign Members In NPSP.

Answer: BD

NEW QUESTION 232
- (Exam Topic 2)
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

Answer: A

NEW QUESTION 236
- (Exam Topic 2)
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.

Answer: B

NEW QUESTION 241
- (Exam Topic 2)
The admin at a nonprofit wants to delegate authority to two specific users to process gift entries.
Which three permissions should the consultant add to a permission set so the users can perform this work with only the necessary level of access?
Choose 3 answers

A. Grant the View All Data permission.
B. Grant visibility to the Gift Entry tab.
C. Grant create, edit and delete access to all required objects and fields.
D. Grant create and edit access to all required objects and fields.
E. Grant access to BDI_BatchOvemde and BDI_DataImport Visualforce pages.

Answer: BDE

NEW QUESTION 245
- (Exam Topic 2)
A nonprofit is embarking on an organization implementation to replace numerous outdated systems. A consultant recommends establishing a Lean Governance Framework to ensure compliance, assess risk, and roll out a successful implementation for all users.
Which component is a key process of the Lean Governance Framework?

A. Executive buy-m
B. Software Development Lifecycle
C. End user management
D. Power user feedback

Answer: B

NEW QUESTION 246
- (Exam Topic 2)
What does a consultant need to enable and deploy before using Advanced Mapping in NPSP?

A. Delegated Administration
B. My Domain
C. Custom triggers
D. Customizable Rollups

Answer: B

Explanation:
https://www.craftsmantech.com/2019/11/14/npsp-data-import-advanced-mapping/

NEW QUESTION 247
- (Exam Topic 2)
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.

Answer: AC

Explanation:

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

NEW QUESTION 250
- (Exam Topic 2)
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

Answer: C

NEW QUESTION 252
- (Exam Topic 2)
A nonprofit is getting ready to go live with its Nonprofit Cloud implementation.
Which two sandbox configuration options can the consultant create to ensure effective user acceptance testing and training? Choose 2 answers

A. Partial Data Sandbox
B. Developer Sandbox
C. Developer Pro Sandbox
D. Full Data Sandbox

Answer: AD

NEW QUESTION 256
- (Exam Topic 2)
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.

Answer: D

NEW QUESTION 260
- (Exam Topic 2)
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.

Answer: B

NEW QUESTION 263
- (Exam Topic 2)
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

Answer: A

NEW QUESTION 264
- (Exam Topic 2)
A nonprofit using Volunteers for Salesforce on their website wants their volunteers to be able to update their contact information.
What does the consultant need to configure to make this possible?

A. Change Organization-Wide Sharing setting for Contacts to Public
B. Create a criteria-based sharing rule
C. In Setup, check Grant Guest Users Update Access
D. Create and assign a new profile

Answer: C

NEW QUESTION 265
......

THANKS FOR TRYING THE DEMO OF OUR PRODUCT

Visit Our Site to Purchase the Full Set of Actual Nonprofit-Cloud-Consultant Exam Questions With Answers.

We Also Provide Practice Exam Software That Simulates Real Exam Environment And Has Many Self-Assessment Features. Order the Nonprofit-Cloud-Consultant Product From:

https://www.2passeasy.com/dumps/Nonprofit-Cloud-Consultant/

Money Back Guarantee

Nonprofit-Cloud-Consultant Practice Exam Features:

* Nonprofit-Cloud-Consultant Questions and Answers Updated Frequently

* Nonprofit-Cloud-Consultant Practice Questions Verified by Expert Senior Certified Staff

* Nonprofit-Cloud-Consultant Most Realistic Questions that Guarantee you a Pass on Your FirstTry

* Nonprofit-Cloud-Consultant Practice Test Questions in Multiple Choice Formats and Updatesfor 1 Year