Salesforce

Exam Questions Nonprofit-Cloud-Consultant

Salesforce Certified Nonprofit Cloud Consultant (SP20)

NEW QUESTION 1
- (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 2
- (Exam Topic 1)
A nonprofit organization has a lot of donors who give recurring donations. Some donors like to have their recurring donations by three times per year. What should the consultant advise?

A. Create a custom installment period in NPSP Settings, and then add the tri-yearly custom installment period to the custom installment picklist.
B. Change one of the values on the custom installment picklist to tri-yearly.
C. Tri-yearly is not available as an option in Recurring Donations so for those the nonprofit will need to use Opportunities with multiple payments.
D. Use the tri-yearly installment period that comes by default with Recurring Donations.

Answer: A

NEW QUESTION 3
- (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 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.

Answer: A

NEW QUESTION 4
- (Exam Topic 1)
A local charity receives its income from recurring payments, The Recurring Donation object is used and contains a unique and manually entered reference number. This reference number should not be modified after creation. The finance department has requested that all child Opportunities also contain this unique reference number to make it easier to reconcile payments. How can the consultant achieve this?

A. Create a custom text field on the Opportunity object and use NPSP Recurring Donation Custom Field Mappings
B. Create a text formula field on the Opportunity object and use Process Builder to update all child Opportunities
C. Create a custom field on the Opportunity object and deploy a trigger to update all child Opportunity records.
D. Create a custom text field on the Recurring Donation object and use NPSP Recurring Donation Custom Field Mappings

Answer: D

NEW QUESTION 5
- (Exam Topic 1)
A developer needs to create a custom Apex class in the TDTM framework. Which sets of steps should the developer take?

A. Create the Visualforce page, test class, and a Trigger Handler record
B. Create the Apex class, test class, and Trigger Handler record
C. Create the Apex trigger, test class, and Trigger Handler record
D. Create the Lightning component, test class, and Trigger Handler record

Answer: B

NEW QUESTION 6
- (Exam Topic 2)
A nonprofit wants a report that shows Opportunity and General Accounting Unit (GAU) custom field data for gifts to the "General Fund" GAU. The nonprofit wants to add filters so only the gifts connected to the 'Annual Campaign' are shown.
Which report should the consultant implement?

A. GAU Allocations with Opportunity report type and filter on the Opportunity object for the Primary Campaign Source = 'Annual Campaign' and filter on the GAU Allocation object for General Accounting Unit = 'General Fund'
B. Opportunity report type with cross filter for Opportunities with GAU Allocations with filter on the cross filter for Campaign = 'Annual Campaign' and General Accounting Unit = 'General Fund'
C. Opportunity report type with cross filter for Opportunities with GAU Allocations and filter on Opportunity object for the Primary Campaign Source = 'Annual Campaign' and on the GAU Allocations object for General Accounting Unit » 'General Fund'
D. GAU Allocations with Opportunity report type and filter on the GAU Allocation object for Campaign = 'Annual Campaign" and General Accounting Unit = 'General Fund'

Answer: D

NEW QUESTION 7
- (Exam Topic 2)
A nonprofit wants its supporters to send advocacy messages to elected officials and then record which supporters sent the messages.
Which two solutions should the consultant recommend to meet the requirement? Choose 2 answers

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

Answer: AB

NEW QUESTION 8
- (Exam Topic 2)
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.

Answer: C

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

NEW QUESTION 9
- (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 10
- (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 11
- (Exam Topic 2)
A consultant sot up and successfully tested an integration between the source system and a sandbox environment of Salesforce When the integration was switched to the production environment of Salesforce, the consultant encountered API call limit errors.
What is the likely explanation for this?

A. Testing of the integration in the sandbox environment was insufficient.
B. The incorrect sandbox environment was used for testing.
C. The triggers associated with NPSP were disabled in the sandbox environment.
D. The API call limits were different for sandbox and production environments.

Answer: C

NEW QUESTION 12
- (Exam Topic 2)
A nonprofit is moving from a legacy donor management system to NPSP. The nonprofit wants to retain the legacy system's 150 donation appeal source codes as historical data.
What should the consultant recommend?

A. Create a custom object "Legacy Source Code" and map a lookup field on Contacts and Opportunities when importing donations.

B. Create a custom text field "Legacy Source Code" on Contact and Opportunity to store the legacy system's source codes.
C. Insert a Campaign for each Legacy Source code and, when importing Contacts and Opportunities, relate them to the Campaign.
D. Add each legacy source code to the Lead Source picklist and set the code when inserting Contacts and Opportunities.

Answer: B

Explanation:

https://www.plative.com/preparing-for-salesforce-data-migration-with-nonprofit-success-pack/

NEW QUESTION 13
- (Exam Topic 2)
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

Answer: BD

NEW QUESTION 14
- (Exam Topic 2)
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.

Answer: B

Explanation:

https://powerofus.force.com/s/article/NPSP-Disable-Trigger-Handlers#ariaid-title3

NEW QUESTION 15
- (Exam Topic 2)
A nonprofit is rolling out a new implementation of Salesforce and NPSP containing custom code. The project go-live date is a few days before a Salesforce release. The project team has proposed developing in a sandbox on a preview instance to review new features and then deploy to production prior to the release date.
Which important consideration should the consultant discuss with the project team?

A. The API version in the preview sandbox differs from Production.
B. A support case is required to request a preview sandbox.
C. A preview sandbox has limited metadata storage.
D. A preview sandbox is only available in the Unlimited Edition.

Answer: A

NEW QUESTION 16
- (Exam Topic 2)
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.

Answer: B

NEW QUESTION 17
- (Exam Topic 2)
A member of the donation processing team wants to set up different batch data input configurations for different donation types.
Which feature should the consultant recommend to make processing different donation batches consistent?

A. Gift Entry Templates
B. Advanced Mapping
C. Data Import Wizard
D. Engagement Plan Templates

Answer: A

Explanation:

https://powerofus.force.com/s/article/NPSP-Configure-Gift-Entry

NEW QUESTION 18
- (Exam Topic 2)
A nonprofit has asked a consultant to configure Lightning Record Pages to optimize the user interface. Which two resources should the consultant use to ensure the nonprofit staff are up to date on the latest
Salesforce platform features and best practices?
Choose 2 answers

A. Salesforce Known Issues
B. Trailhead
C. Power of Us Hub
D. Salesforce Help

Answer: BC

NEW QUESTION 19
- (Exam Topic 2)
A nonprofit wants to segment its constituents based on their donations from the prior fiscal year. The nonprofit wants to include only onetime gifts it received.
Which NPSP feature should the consultant use to meet this requirement?

A. Advanced Mapping
B. Levels
C. Customizable Rollups
D. Engagement Plans

Answer: B

NEW QUESTION 20
- (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 21
......

Thank You for Trying Our Product

We offer two products:

1st - We have Practice Tests Software with Actual Exam Questions

2nd - Questons and Answers in PDF Format

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

100% Actual & Verified — Instant Download, Please Click
Order The Nonprofit-Cloud-Consultant Practice Test Here