Nonprofit-Cloud-Consultant Valid Exam Review - Quiz Realistic Salesforce Salesforce Certified Nonprofit Cloud Consultant Exam Materials

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To prepare for the Salesforce Certified Nonprofit Cloud Consultant (SP20) exam, professionals can take advantage of a range of resources, including training courses, study guides, and practice exams. Salesforce offers a range of training courses for nonprofit professionals, including courses on the Nonprofit Success Pack (NPSP) and the Nonprofit Cloud Data Architecture. There are also many third-party training providers that offer courses and study materials specifically designed for the Salesforce Nonprofit-Cloud-Consultant certification exam.

Salesforce Nonprofit Cloud is a powerful solution that helps nonprofit organizations to better manage their programs, engage with stakeholders, and raise funds. Salesforce Certified Nonprofit Cloud Consultant Exam certification exam is intended to ensure that individuals have the necessary expertise to leverage the full potential of the Nonprofit Cloud platform. Nonprofit-Cloud-Consultant Exam is a rigorous test of knowledge and skills, and passing it demonstrates that an individual can effectively implement and manage Salesforce Nonprofit Cloud solutions for nonprofit organizations.

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q92-Q97):

NEW QUESTION # 92
A nonprofit wants to manage a new program In Salesforce.

What should the consultant recommend as the first step before embarking on a new implementation project?

- A. Review data in a .csv file and begin mapping to existing fields.
- B. Audit existing standard and custom objects and fields.
- C. Identify the challenges the nonprofit is currently experiencing.
- D. Set up an implementation timeline and delivery plan.

Answer: C

Explanation:
Before embarking on a new implementation project, it is crucial to first identify the challenges the nonprofit is currently experiencing. This ensures that the new solution will address the specific needs and pain points of the organization. Understanding these challenges will guide the implementation strategy and help in configuring Salesforce to meet the nonprofit's goals effectively.
Steps:
Conduct stakeholder interviews to gather information on current processes and challenges.
Analyze the data collected to identify common themes and pain points.
Document the identified challenges and prioritize them based on their impact on the organization's mission and operations.
Use these insights to define the scope and objectives of the new implementation project.
Reference:
NGO Ebook CRM For Good: Emphasizes the importance of understanding current challenges before starting new projects.
Nonprofit Cloud Implementation Guide: Provides best practices for identifying and documenting challenges to inform implementation strategy.

NEW QUESTION # 93
An annual fund coordinator wants to create a report that identifies which individual donors have yet to make a gift toward the Annual Fund Campaign this year. It is important that the annual giving coordinator avoids soliciting any individuals who are attending an upcoming gala. The nonprofit uses Campaigns to track event attendance. What should a consultant add to the report to exclude gala attendees?

- A. Summary formula
- B. Bucket field
- C. Filter logic
- D. Cross filter

Answer: D

Explanation:
This is a "Who Has NOT" reporting requirement, which is the primary use case for Cross Filters in Salesforce.
How to build this report:
* Base Report: Create a report of Contacts (or "Contacts with Opportunities").
* Annual Fund Filter: Set the standard report filters to show only those who have $0 in giving for the current year.
* The Exclusion (Cross Filter): Click the "Filters" dropdown and select Add Cross Filter.
* Configuration: * Set the filter to: Contacts WITHOUT Campaign Members.
* Add a sub-filter to the cross filter: Campaign Name EQUALS [Upcoming Gala Name].
* Result: The report will now list only people who are donors but are not currently registered for the Gala.
Why other options are incorrect:
* Filter Logic (Option A): This is used for "AND/OR" statements between existing fields (e.g., 1 AND (2 OR 3)). It cannot easily look "across" to the Campaign Member object to check for the absence of a record.
* Summary Formula (Option C) and Bucket Field (Option D): These are used for calculating or grouping data that is present in the report; they cannot be used to exclude records based on their relationship to other objects.

NEW QUESTION # 94
A community foundation administers a scholarship fund that awards multiple scholarships a year. The foundation wants to use Nonprofit Cloud to track and review applications and record the scholarship recipients, award amounts, and dates.
What should a consultant recommend to meet the requirement?

- A. Set up the Outbound Funds Module and connect the Funding Request to Contacts for the recipient.
- B. Use the Grant Opportunity Record Type and the Primary Contact field for the recipient in NPSP.
- C. Create an Opportunity Record Type for Scholarships and Primary Contact field for the recipient in NPSP.

- D. Set up the Program Management Module and use Program Cohort with Program Engagement for the recipient.

Answer: A

Explanation:
For tracking and reviewing scholarship applications and recording scholarship recipients, award amounts, and dates, the consultant should recommend setting up the Outbound Funds Module. This module is designed for managing funds that are disbursed, such as grants and scholarships. By connecting the Funding Request to Contacts for the recipient, the nonprofit can effectively manage and track all related information in a structured and organized manner.
Reference:
Salesforce Outbound Funds Module Documentation
Salesforce Nonprofit Cloud Consultant Study Guide

NEW QUESTION # 95
Which function of the application development lifecycle does establishing a Center of Excellence address?

- A. Data management
- B. Documentation
- C. Testing
- D. Governance
- E. Deployment

Answer: D

NEW QUESTION # 96
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. Program Engagements and Program Cohorts
- C. Programs and Contacts
- D. Programs and Program Engagements

Answer: D

Explanation:
https://trailhead.salesforce.com/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonprofit-programs-with-salesforce To track each program and the status of youth enrolled in the program using the Program Management Module (PMM) in Salesforce, the consultant should use the "Programs" and "Program Engagements" objects.
Key Features:
Programs: This object represents the various programs offered by the nonprofit. Each program can have multiple engagements and activities associated with it.
Program Engagements: This object tracks the involvement of individuals (youth in this case) in specific programs. It allows the nonprofit to monitor the status and progress of each participant within the program.
Steps to Implement:
Set Up Programs:
Navigate to the Programs tab.
Create records for each after-school program offered by the nonprofit.
Track Engagements:
Navigate to the Program Engagements tab.
Create records for each youth enrolled in the programs, linking them to the appropriate program and tracking their status.
Reference:
Salesforce Program Management Module Documentation
Salesforce Trailhead: Program Management for Nonprofits

NEW QUESTION # 97

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