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The Salesforce Nonprofit Cloud Consultant program is intended for consultants who have experience in implementing Salesforce Nonprofit Cloud solutions in a customer-oriented role. The target audience has a proven track record in installing and configuring the Salesforce nonprofit cloud. The Salesforce nonprofit cloud consultant must have the ability to design and implement nonprofit cloud

solutions that meet customers' business requirements, are manageable and scalable, and contribute to customers' long-term success.

Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q94-Q99):

NEW QUESTION # 94

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 Contacts & Accounts report type. Add a field filter for Board Member = TRUE. Include the Total Gifts this Year and Soft Credits this Year fields.
- **B. 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.**
- C. 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.
- D. 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.

Answer: B

Explanation:

To create a report showing how much each board member has raised, you should:

* Use the Opportunities report type: This allows you to capture all gift data.

* Add a cross filter for Contacts with Board Member = TRUE: This filters the report to include only those contacts who are board members.

* Summarize the Total Gifts this Year and Soft Credits this Year fields: This provides the total amounts for direct gifts and influenced gifts.

This method ensures that both direct contributions and soft credits (gifts influenced by board members) are included in the report.

References:

Salesforce Help: Creating and Customizing Reports

Salesforce Trailhead: Reporting for Nonprofits

NEW QUESTION # 95

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

Answer: C

Explanation:

Explanation

<https://developer.salesforce.com/forums/?id=9060G000000I7sYQAS>, and "D".(

<https://powerofus.force.com/s/article/NPSP-Troubleshooting>)

NEW QUESTION # 96

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 Contact record
- B. Select the Do Not Email, Do Not Contact, and Email Opt Out fields

- C. Select the Deceased field
- D. Delete the values in the phone and email fields

Answer: C

NEW QUESTION # 97

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. Use the tri-yearly installment period that comes by default with Recurring Donations.
- B. Create a custom installment period in NPSP Settings, and then add the tri-yearly custom installment period to the custom installment picklist.
- 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. Change one of the values on the custom installment picklist to tri-yearly.

Answer: B

Explanation:

For donors who prefer to have their recurring donations three times per year, follow these steps to create a custom installment period in NPSP:

- * Navigate to NPSP Settings:
- * Go to the App Launcher and search for "NPSP Settings".
- * Access Recurring Donations Settings:
- * In NPSP Settings, click on "Donations".
- * Select "Recurring Donations".
- * Create a Custom Installment Period:
- * Click on "Custom Installments".
- * Add a new custom installment period named "Tri-Yearly" or any other preferred name.
- * Define the specific details for this installment period, such as frequency and dates.
- * Add to Installment Picklist:
- * Ensure the new custom installment period is added to the Recurring Donation installment picklist.
- * Update existing recurring donations as needed to use the new installment period.

This customization allows the organization to accommodate donors who prefer tri-yearly installments.

Salesforce NPSP Documentation: Recurring Donations

Salesforce Trailhead: Recurring Donations in NPSP

NEW QUESTION # 98

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

Answer: C

NEW QUESTION # 99

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