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## Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions

## (Q48-Q53):

### NEW QUESTION # 48

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)

- 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. Subscribers must be synced as Leads and Campaign Members in NPSP.
- D. Unsubscribed Leads should be deleted from Salesforce immediately.

**Answer: A,B**

Explanation:

Data storage is a significant cost and performance consideration for nonprofits. External email platforms (like Mailchimp, Constant Contact, or Marketing Cloud) can generate millions of "Activity" records that quickly consume a Salesforce org's data storage limits.

Two Key Considerations:

- \* Record Type Efficiency (B): In the Salesforce storage model, Campaign Member records are highly efficient. They take up significantly less space than a record in a custom object (like a "Email Result" object). If the integration uses Campaign Members to track status, the org can store more data before hitting its limits.
- \* Retention Policies (C): Because individual "Open" and "Click" data becomes less relevant over time, the consultant must consider a Data Retention Policy. For example, the organization might decide to keep granular engagement data for 6 months to drive near-term marketing, but then archive or delete that data to free up space for new records.

Why other options are less relevant:

- \* Option A: Syncing as Leads is a functional choice, but not a "storage consideration" in itself.
- \* Option D: Deleting unsubscribed leads is a bad practice; you should keep the record and mark it as "Email Opt Out" to ensure you don't accidentally re-import and email them in the future, which would violate anti-spam laws.

### NEW QUESTION # 49

A nonprofit organization wants grant seekers to be able to add collaborators in Experience Cloud to help complete grant applications. What should the organization configure in Nonprofit Cloud for Grantmaking?

- A. Permission sets
- B. Compliant Data Sharing
- C. Group Membership

**Answer: B**

Explanation:

In the Grantmaking lifecycle, transparency and collaboration are key, especially during the application phase. A lead applicant (grant seeker) often needs to bring in subject matter experts, accountants, or board members to help draft specific sections of a complex funding proposal.

To enable this within an Experience Cloud portal, Salesforce utilizes Compliant Data Sharing (CDS). CDS allows for granular, record-level sharing that can be managed directly by end-users (the grant seekers) rather than requiring an administrator to manually adjust sharing rules or public groups every time a collaborator is added.

Step-by-Step Configuration for the Consultant:

- \* Enable CDS: The consultant must first enable "Compliant Data Sharing" in the Setup menu for the relevant objects, such as Individual Application or Funding Award.
- \* Define Participant Roles: Roles like "Collaborator," "Reviewer," or "Signatory" are defined. Each role is assigned a specific access level (Read or Read/Edit).
- \* Add Related Lists: The consultant adds the "Participants" related list to the page layout used in the Grantmaking Portal.
- \* User Empowerment: Once configured, a grant seeker can navigate to their application in the portal, click "Add Participant," and search for other users within their organization to grant them access to that specific application.

This feature ensures that sensitive financial and program data is shared only with authorized individuals, maintaining a high level of security and "compliance" while still promoting the collaborative effort necessary for high-quality grant applications. Permission sets (Option C) provide the broad ability to use the portal, but CDS provides the specific mechanism for peer-to-peer record sharing.

### NEW QUESTION # 50

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)

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

**Answer: A,C**

Explanation:

Nightly batch jobs in NPSP, particularly the Rollup Donors batch, process thousands or millions of records.

Any increase in the "workload" per record will result in a measurable increase in total processing time.

Two Primary Performance Factors:

\* New Flows (A): Salesforce Flows (especially Record-Triggered Flows) are highly powerful but resource-intensive. If a new Flow was activated on the Opportunity or Account object, it will fire every time the NPSP batch job updates a record. If the batch job updates 100,000 Accounts, the Flow runs

100,000 times. If the Flow contains "In-Loop" queries or complex logic, it can drastically slow down the batch execution time or even cause it to hit governor limits.

\* New Customizable Rollups (C): Every time you add a new Customizable Rollup in NPSP Settings, you are adding another calculation that the batch job must perform for every record. If the new rollup has complex filters (e.g., "Total Gifts from 3 years ago excluding In-Kind and Grants"), the system must query more data and perform more evaluations per record, extending the batch window.

Why other options are less likely:

\* Standard Roll-up Summary (Option B): These are calculated by the Salesforce platform kernel and are generally more efficient than Apex-based rollups. While they add some overhead, they usually do not cause the "significant" slowdowns seen with custom logic or complex NPSP settings.

\* Role Hierarchy (Option D): While changes to the hierarchy trigger sharing recalculations, this typically affects record visibility and sharing performance rather than the execution speed of a data- processing batch job.

### NEW QUESTION # 51

A nonprofit wants all donations related to a new direct mail appeal to be assigned to a designated restricted fund. How should the consultant advise the nonprofit to achieve this?

- A. Create a campaign for the appeal and use the Manage Allocations functionality to assign the fund.
- B. Create a campaign for the appeal and add a lookup field for the GAU for the designated fund.
- C. Enable Default Allocations and specify the designated fund as the default GAU.
- D. Run Batch Create Default Allocations bulk data process and specify the designated fund as the default.

**Answer: A**

Explanation:

In NPSP, the tracking of restricted funds is managed through the General Accounting Unit (GAU) and GAU Allocations. When a nonprofit launches a specific appeal (like a direct mail campaign) for a restricted fund, the system can automate the allocation of every gift received through that appeal.

Step-by-Step Implementation:

\* The GAU: Ensure the restricted fund is created as a General Accounting Unit record.

\* The Campaign: Create a Campaign record representing the "Direct Mail Appeal."

\* Manage Allocations: On the Campaign record, a consultant uses the Manage Allocations button (a specialized NPSP interface).

\* The Link: In this interface, the consultant selects the designated GAU and assigns it to the Campaign (usually at 100%).

\* Automation: Because of NPSP's built-in logic, any time a donation is created and linked to this Campaign (as the Primary Campaign Source), the system will automatically create a GAU Allocation record for that donation, linking it to the restricted fund.

Why other options are incorrect:

\* Option D: Setting a "Default GAU" is an org-wide setting. If you set the restricted fund as the default, then every gift in the system (even unrestricted ones) would go to that fund.

\* Option C: Simply adding a custom lookup field to the Campaign does not trigger the complex NPSP automation needed to create the Allocation records on the Opportunity. You must use the "Manage Allocations" feature to "connect" the campaign to the GAU logic.

### NEW QUESTION # 52

A consultant is preparing records for an annual grantmaking competition. The Program and Budget for each have been created. The consultant has a list of four Budget Categories that must be added to the Budget and displayed in a specific order. What should the consultant do to ensure that the categories are listed correctly?

- A. Add each Budget Category in reverse of the desired order.
- B. Add each Budget Category, and then rearrange them in the Related List.
- C. Include a sequence number value for each Budget Category added.

**Answer: C**

Explanation:

In Nonprofit Cloud for Grantmaking, managing budgets effectively is crucial for both the grantmaker and the applicant. When setting up a Budget, the consultant uses Budget Category records to define how funds are allocated (e.g., Personnel, Travel, Supplies, Overhead).

In many grant applications, the order in which these categories appear is strictly defined by institutional policy or reporting requirements. Unlike standard Salesforce related lists, which often default to sorting by "Created Date" or "Name," the Grantmaking data model utilizes a Sequence Number to control display logic.

Step-by-Step Implementation:

\* Define Categories: Identify the necessary categories for the grant (e.g., 1. Personnel, 2. Equipment, 3.

Travel, 4. Admin).

\* Assign Sequence Numbers: When creating the Budget Category records (or the Budget Category Value records associated with a specific budget), the consultant must populate the SequenceNumber field.

\* Category A gets a sequence of 10.

\* Category B gets a sequence of 20.

\* Using increments of 10 is a best practice, as it allows for the insertion of new categories later without renumbering the entire list.

\* Verification: Once the sequence numbers are saved, the Lightning components used in the Grantmaking portal and internal pages will automatically respect this numerical order when rendering the budget table.

This approach ensures that the budget remains consistent across the entire application lifecycle—from the initial proposal to the final disbursement tracking. Option A is incorrect because "rearranging" in a related list via the UI is not a persistent configuration that carries over to portals or documents. Option C is a "hack" that relies on default sorting which is unreliable and difficult to maintain as the record count grows. Using the standard sequence field is the architecturally sound method in NPC.

### NEW QUESTION # 53

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