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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q174-Q179):

NEW QUESTION # 174
A local community center provides health care services to eligible local residents. Staff currently triage patients through of a series of qualifying questions that drive additional qualification questions. The center wants to extend triage capabilities to its volunteers to determine whether residents qualify for services. Service decisions need to be made immediately while the patient is interacting with the staff or volunteer.
Which solution should the consultant recommend?

- A. Use a Workflow Rule with Field Updates and Case Assignment Rules to triage and assign the case to the proper services queue.
- B. Use Case records, Validation Rules and Process Builder to post case details to the central volunteer Chatter Group so all volunteers can collaborate on eligible services.
- C. Use a Standard Lightning Component to displaying custom fields from several objects and generate a services decision.
- D. Create a Flow to guide volunteers on triage screens, capture accurate data and generate a services decision.

Answer: D

Explanation:
Salesforce Flows are ideal for guiding users through step-by-step processes, making them a perfect solution for triaging patients. By creating a flow, the nonprofit can ensure volunteers follow a consistent process, capture accurate data, and make immediate service decisions. Here's how to set this up:
Design the Flow:
Open Flow Builder from Setup.
Create a new Screen Flow.
Add Screens and Inputs:
Add screens with input fields for the qualifying questions.
Use Decision elements to branch the flow based on the answers provided.
Capture Data:
Use Assignment elements to store input data in variables.
Save data to Salesforce records as needed (e.g., Case or Custom Object records).
Generate Decision Outcomes:
Based on the data captured, use Decision elements to determine eligibility.
Display the outcome on a final screen or update a record with the decision.
Test and Deploy:
Test the flow thoroughly in Sandbox.
Deploy the flow to production and embed it in the relevant Lightning pages.
"Create a Simple Flow" from Salesforce Help: Create a Flow
"Guided Processes for Nonprofits" from Salesforce.org: Salesforce Flow for Nonprofits

NEW QUESTION # 175
A gift officer successfully imported a small list of donors and their donations. The gift officer wants to add these donors to a Campaign from an Opportunities report but the "Add to Campaign" option is not available. The gift officer wants to add donors to a Campaign from a report. What should the consultant recommend?

- A. Create a joined report with Opportunities and Campaigns
- B. Create a report type that includes Contacts such as the Opportunities with Contact Roles report type
- C. Go to Setup and add the "Add to Campaign" button to the report type
- D. Export the Opportunity report results and import the list of donors as Campaign Members using the Data Import Wizard

Answer: B

Explanation:
To add donors to a Campaign from an Opportunities report, the report must include Contact records. The correct approach is to create a report type that includes Contacts, such as the Opportunities with Contact Roles report type.
Creating the Report:
Navigate to the Reports tab and click "New Report."
Select the "Opportunities with Contact Roles" report type. This report type includes both Opportunity and Contact records.
Configuring the Report:
Add the necessary filters to include the desired Opportunities and their related Contacts.
Customize the report to display relevant fields, such as Contact Name and Opportunity Amount.
Adding to Campaign:
Once the report is configured and run, select the Contacts you want to add to the Campaign.
Use the "Add to Campaign" button available in the report to add these Contacts as Campaign Members.
Benefits of This Approach:
Ensures that the Campaign Members are correctly linked to the Opportunity records.
Streamlines the process of managing Campaigns and associated donor information.
Additional Steps:
Ensure that the "Add to Campaign" button is enabled for the report type in Setup if it is not already visible.
CertGod Nonprofit Cloud Consultant study guide: "Create a report type that includes Contacts such as the Opportunities with Contact Roles report type".

NEW QUESTION # 176
A nonprofit using NPSP wants to track fundraising, courses, and training participation in Salesforce.
What should the consultant discuss with the nonprofit?

- A. Use Education Data Architecture to track fundraising, courses, and training participation.
- B. Add Volunteers for Salesforce to track courses and training participation.
- C. Add Program Management Module to track courses and training participation.
- D. Use Engagement Plans for donor engagement that includes courses and training participation.

Answer: C

Explanation:
The Program Management Module (PMM) in Salesforce is designed to help nonprofits manage their programs and services, including tracking participation in courses and training. PMM provides the necessary tools and features to capture and report on the various activities and outcomes associated with the programs run by the nonprofit.
Key Features:
Service Delivery Tracking: PMM allows for detailed tracking of services provided, including courses and training sessions.
Customizable Program Management: Nonprofits can configure PMM to meet their specific needs for managing programs and tracking participant engagement.
Steps to Implement PMM:
Install PMM:
Go to the Salesforce AppExchange and install the Program Management Module.
Set Up Programs and Services:
Define programs and related services within PMM to reflect the courses and training offerings.
Track Participation:
Use the PMM features to log and manage participant data, track attendance, and monitor outcomes.
Salesforce Program Management Module Documentation
Salesforce Trailhead: Program Management for Nonprofits
Note: While the Education Data Architecture (EDA) is tailored for educational institutions and managing student data, it is not specifically designed for nonprofits focusing on fundraising and program management like NPSP and PMM. Therefore, PMM is the more appropriate solution for tracking courses and training participation alongside fundraising activities in a nonprofit context.

NEW QUESTION # 177
A developer needs to create a custom Apex class in the TDTM framework. Which sets of steps should the developer take?

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

Answer: C

Explanation:
To create a custom Apex class in the TDTM (Table Driven Trigger Management) framework, follow these steps:
Create the Apex Class:
In Salesforce, go to Setup.
Navigate to "Apex Classes" under "Custom Code".
Click "New" and create your custom Apex class.
Ensure the class implements the TDTM framework correctly.
Create the Test Class:
Create a corresponding test class to ensure your Apex class functions as expected.
This is essential for maintaining code coverage and passing Salesforce deployment requirements.
Create a Trigger Handler Record:
Go to the TDTM Trigger Handlers tab.
Create a new Trigger Handler record and link it to your custom Apex class.
Define the order of execution and the object the trigger applies to.
These steps ensure that your custom Apex class is correctly integrated into the TDTM framework, maintaining organized and manageable trigger logic.
Salesforce NPSP Documentation: TDTM Overview
Salesforce Trailhead: Apex Basics & Database

NEW QUESTION # 178
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: A,C

Explanation:

To streamline the import of donations made by nonprofit volunteers using NPSP Data Import features, the following steps are recommended:

Create a Batch and Map Opportunity Primary Contact on First and Last Name:

When creating a data import batch, you can map the Opportunity Primary Contact based on the First and Last Name. This ensures that the donation is linked to the correct contact in Salesforce.

Create a Batch and Match Contact on First and Last Name:

During the import process, create a batch and use the matching criteria based on the Contact's First and Last Name. This helps in accurately matching the donations to the existing contacts in Salesforce, reducing duplicate records and maintaining data integrity.

Steps to Implement:

Navigate to NPSP Data Import.

Create a new Batch.

Map the fields appropriately, ensuring the Opportunity Primary Contact and Contact matching criteria are based on First and Last Name.

Validate the mapping and run the batch to import the donation data.

These features help automate and streamline the data import process, ensuring accurate and efficient data management.

Nonprofit Success Pack (NPSP) Documentation: Data Import

Salesforce Help: Managing Batches and Data Import

NEW QUESTION # 179

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