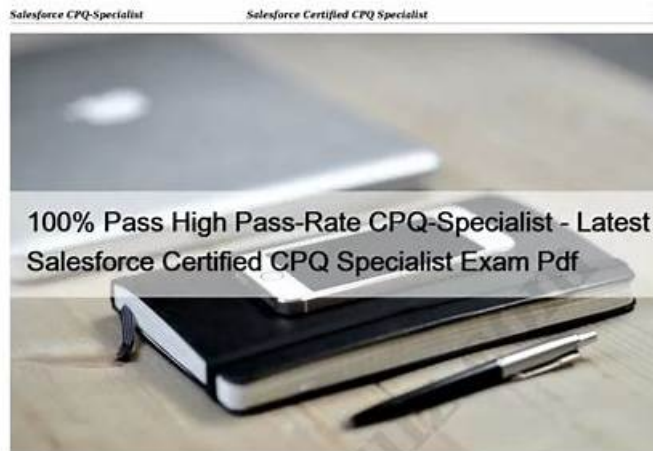


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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q121-Q126):

NEW QUESTION # 121

A Nonprofit Cloud Administrator enables Automatic Person Account Mailing Address Synchronization. Which object's related list should be added to Person Account record pages to see additional addresses?

- A. Address
- B. Location
- C. Contact Point Address

Answer: C

Explanation:

The Nonprofit Cloud has adopted the standard Salesforce Information Model for address management. In this model, the "Mailing Address" fields on the Person Account are merely a simplified view of a more robust underlying record.

When Automatic Person Account Mailing Address Synchronization is enabled, the system looks for the Contact Point Address (CPA) record marked as Is Primary and mirrors its values onto the Account header.

Managing Multiple Addresses:

* Contact Point Address Object: This is the "source of truth" for all locations associated with a person.

* The Related List: To manage a donor who has a "Home," "Office," and "Summer House" address, the consultant must add the Contact Point Addresses related list to the Person Account page layout.

* Adding Records: From this related list, users can create new addresses, specify the Address Type, and set Seasonal Dates.

* Synchronization: If a user changes the "Primary" flag from the Home CPA record to the Office CPA record, the synchronization feature will automatically update the Account's standard mailing fields to reflect the Office information.

Why other options are incorrect:

* Location (Option A): This object is part of Field Service or Facilities Management and is used for physical sites/buildings, not for constituent mailing addresses.

* Address (Option C): While there is a generic "Address" object, NPC specifically utilizes the Contact Point Address record, which is part of the "Contact Point" family of objects (alongside Email and Phone) used for communication preferences.

NEW QUESTION # 122

A nonprofit organization provides food baskets and rental assistance. The organization wants to group these benefits as goods and monetary assistance within the same program. Which Nonprofit Cloud object should the organization use to group the items?

- A. Program Enrollment
- B. Benefit Disbursement
- C. Benefit Type

Answer: C

Explanation:

In the Nonprofit Cloud Program Management data model, the architecture is designed to handle diverse services within a single program. To categorize and report on these services effectively, the Benefit Type object is used.

Categorization Logic:

* The Program: You have a "Crisis Support Program"

* The Benefits: Within this program, you have two distinct services: "Food Basket Distribution" and "Rental Assistance Payment."

* The Grouping (Benefit Type): To group these for reporting, the consultant creates two Benefit Type records:

* Goods: Linked to the "Food Basket Distribution" benefit.

* Monetary Assistance: Linked to the "Rental Assistance Payment" benefit.

Step-by-Step Configuration:

* Create Unit of Measure: First, define how each is measured (e.g., "Quantity" for baskets and "Currency" for assistance).

* Create Benefit Type: Navigate to the Benefit Type object. Create a "Goods" type and a "Monetary" type. This object acts as the high-level category.

* Link to Benefits: When creating the Benefit records, the consultant selects the appropriate Benefit Type.

By using Benefit Types, the nonprofit can run high-level reports across multiple programs to see, for example, "Total Monetary Assistance provided organization-wide" vs. "Total Goods distributed." Why other options are incorrect:

* Benefit Disbursement (Option A): This is the record of an individual instance of a service being given to a person (e.g., "John Doe

received 1 basket on Dec 21st"). It is not a grouping or categorization object.

* Program Enrollment (Option B): This links a specific Person Account to a Program. It tracks who is in the program, not how the different services within the program are categorized.

NEW QUESTION # 123

A nonprofit wants to use Volunteers for Salesforce for volunteer management. Which action should a consultant take before installing the package?

- A. Ensure the Program Management Module is already installed.
- **B. Compare usage of roll-up summary fields to limits.**
- C. Check that the nonprofit has the most recent NPSP release.
- D. Apply for license donation for Volunteers for Salesforce.

Answer: B

Explanation:

Volunteers for Salesforce (V4S) is a powerful application, but it is "resource-heavy." One of its primary functions is to roll up volunteer hours from the Volunteer Hours object to the Volunteer Job, the Volunteer Shift, and the Contact record.

The Limit Consideration:

* Roll-up Summary Limits: Salesforce has a hard limit on the number of roll-up summary fields allowed per object (typically 40).

* Impact of V4S: When you install V4S, it automatically attempts to create several roll-up summary fields on the Contact and other objects. If the nonprofit has already used many custom roll-up fields for fundraising or programs, the V4S installation will fail because it will exceed the object's field limit.

* Best Practice: A consultant should always audit the current field usage on the Contact and Account objects before installing V4S to ensure there is "headroom" for the new package's fields.

Why other options are incorrect:

* Option B: V4S is independent of PMM.

* Option C: While being on a recent NPSP is good, V4S can actually run on a standard Salesforce org without NPSP entirely.

* Option D: V4S is a free, open-source package; there are no licenses to "apply" for.

NEW QUESTION # 124

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. Time, governance, people
- B. Quality, processes, time
- **C. Cost, quality, time**
- D. People, processes, cost

Answer: C

Explanation:

In project management and Salesforce implementation strategy, the Triple Constraint (also known as the Iron Triangle) defines the three most critical elements that are impacted by any change to a project's scope.

These three elements are Cost, Quality, and Time.

* Cost: This refers to the financial budget and resources allocated to the project. If a nonprofit decides to add a new "Impact Dashboard" mid-implementation, the cost will likely increase as more consultant hours are required.

* Time: This is the schedule or deadline for the project. Adding features or facing technical hurdles usually extends the timeline. If the "Time" cannot be moved (e.g., a "Go-Live" before a major fundraising gala), then Cost or Quality must be adjusted.

* Quality (or Scope): This represents the robustness and functionality of the final solution. If a project is running over time and over budget, the organization might decide to "cut corners" or reduce the complexity of certain automations to meet the deadline, which negatively impacts the quality of the system.

Risk Mitigation Strategy: A consultant's job is to manage the balance between these three. If one changes, at least one of the others will be impacted. For example, if a nonprofit wants to speed up the Time to go-live, they must either increase the Cost (hiring more people) or decrease the Quality (reducing the initial scope).

Understanding these three risks is essential for setting realistic

NEW QUESTION # 125

A gift officer is entering donations and wants to track that the donor responded to the most recent direct mail campaign. Which feature should the consultant configure to record the donor's campaign response?

- A. Customizable Campaign Influence
- **B. Automatic Campaign Member Management**
- C. Sales Process
- D. Customizable Rollups

Answer: B

Explanation:

In NPSP, the most efficient way to link a donation to a donor's campaign participation is through Automatic Campaign Member Management.³¹ How the Feature Works:³²

* **The Link:**³³ When an Opportunity (donation) is created, it has a Primary Campaign Source field.

* **The Automation:** If Automatic Campaign Member Management is enabled in NPSP Settings, the system automatically looks at the Primary Contact on the donation and checks if they are already a Campaign Member of that campaign.

* **Status Update:** If they are already a member, the system can automatically update their Member Status (e.g., from "Sent" to "Responded").

* **Creation:** If they are not yet a member, the system can automatically create a new Campaign Member record for that donor with a "Responded" status.

Why other options are incorrect:

* **Customizable Rollups (Option B):** These summarize financial totals but do not handle the "Status" or "Response" logic on a campaign.

* **Customizable Campaign Influence (Option C):** This is a Sales Cloud feature used to attribute "Influence" across multiple campaigns for a single deal. While relevant to high-level ROI, it is not the primary mechanism for simply recording that a donor "responded" to a specific direct mail appeal.

* **Sales Process (Option D):** This defines the "Stages" an Opportunity goes through (Pledged, Won, etc.) and has no role in campaign response tracking.

NEW QUESTION # 126

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