

# Valid Nonprofit-Cloud-Consultant Exam Camp & Nonprofit-Cloud-Consultant Hot Spot Questions



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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q78-Q83):

### NEW QUESTION # 78

An international nonprofit organization added a translated relationship picklist value, however the reciprocal relationship record is not displaying correctly.

What is the cause of this error?

- A. The current user does not have the correct locale.

- B. The system administrator did not add the reciprocal relationship value in the NPSP Settings tab.
- C. The language is not supported in NPSP.
- D. The system administrator did not enable the Translation Workbench.

**Answer: B**

Explanation:

When an international nonprofit organization adds a translated relationship picklist value, and the reciprocal relationship record is not displaying correctly, it is typically due to the system administrator not adding the reciprocal relationship value in the NPSP Settings tab.

Steps:

Log in to Salesforce: Access the Salesforce org with NPSP installed.

Navigate to NPSP Settings: Go to the App Launcher, search for "NPSP Settings", and select it.

Find Relationship Settings: In the NPSP Settings, expand "People" and then "Relationships".

Add Reciprocal Relationship:

Click "Reciprocal Method Settings".

Ensure that the new reciprocal relationship values are added and correctly configured.

Check both the primary and reciprocal relationship values to ensure they are set correctly.

Save and Test: Save the settings and test to confirm that the reciprocal relationships display correctly.

Reference:

CertGod Nonprofit Cloud Consultant Guide

#### NEW QUESTION # 79

A nonprofit wants to predict the likelihood of a contact recurring donor.

What should the consultant recommend to meet

- A. Create a Customizable Rollup Field for number
- B. Create NPSP Levels for number of donations
- C. Implement NPSP Enhanced Recurring Donations
- D. Implement Einstein for Nonprofits

**Answer: D**

Explanation:

To predict the likelihood of a contact becoming a recurring donor, the consultant should implement Einstein for Nonprofits. Here's how:

\* Enable Einstein for Nonprofits:

\* Ensure that Einstein Analytics and Discovery are enabled in the Salesforce org.

\* Navigate to the Einstein for Nonprofits setup and configure the necessary settings.

\* Configure Prediction Models:

\* Use Einstein Prediction Builder to create a custom prediction model.

\* Define the criteria and data points that indicate a high likelihood of recurring donations, such as past donation behavior, engagement levels, and demographic information.

\* Train and Deploy the Model:

\* Train the prediction model using historical data.

\* Deploy the model to start predicting which contacts are likely to become recurring donors.

\* Utilize Predictions in Fundraising Strategies:

\* Fundraisers can use the predictions to prioritize outreach and engagement efforts.

\* Customize communication and engagement plans for high-potential recurring donors.

Einstein for Nonprofits leverages AI and machine learning to provide insights and predictive analytics, helping nonprofits make data-driven decisions to enhance donor engagement and fundraising efforts.

Salesforce Einstein for Nonprofits: Einstein for Nonprofits.

Salesforce Einstein Prediction Builder Guide: Prediction Builder.

#### NEW QUESTION # 80

The development director at a nonprofit needs to track grant lifecycles using NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments.

How should the consultant model payments, applications, reporting deadlines, and actions in NPSP for the grant seeking institution?

A)

- B)
- C)
- D)

- A. Option D
- B. Option C
- C. Option A
- **D. Option B**

**Answer: D**

Explanation:

<https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2020-09-19.q37/the-development-director-at-a-nonprofit-needs-to-track-grant-lifecycles-using-the-npsp-including-assignin>

### NEW QUESTION # 81

Salesforce recommends using V2MOM with customers in the requirements-gathering phase of a project. What is the desired outcome?

- A. Executive sponsorship
- B. Data security
- **C. Organizational alignment**
- D. Customer adoption

**Answer: C**

Explanation:

Salesforce recommends using V2MOM (Vision, Values, Methods, Obstacles, and Measures) with customers in the requirements-gathering phase of a project to achieve organizational alignment. Here's how V2MOM helps:

\* Vision:

\* Define what you want to achieve. This provides a clear direction for the project.

\* Values:

\* Identify what is important about the vision and why it matters. This aligns the project goals with the organization's core values.

\* Methods:

\* Outline the steps to achieve the vision. This ensures everyone understands the approach and processes to be followed.

\* Obstacles:

\* Recognize potential challenges and how to address them. This prepares the team to handle issues proactively.

\* Measures:

\* Determine how success will be measured. This provides clear criteria for evaluating progress and outcomes.

Using V2MOM ensures that all stakeholders are aligned with the project's goals, values, methods, challenges, and success metrics, fostering a unified approach to project execution.

Salesforce V2MOM Framework: Marc Benioff's V2MOM

Salesforce Trailhead: Define Your Vision with V2MOM

### NEW QUESTION # 82

A nonprofit needs to track key information for grants it applies for and receives, such as deadline dates, activity completion dates, and descriptions. In addition, the nonprofit wants to track actions completed and view the next deadline date on the Opportunity. Which feature should the consultant recommend?

- A. Engagement Plans
- B. Tasks and Events
- C. Cases
- **D. Deliverables**

**Answer: D**

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/nonprofit-success-pack-administration-basics/understand-the-npsp-data->

model For nonprofits needing to track key information related to grants, such as deadline dates, activity completion dates, and descriptions, Deliverables within Salesforce are the recommended feature. Deliverables allow nonprofits to create and manage detailed records of grant-related activities, set deadlines, and monitor progress directly on the Opportunity object.

Steps:

Enable Deliverables in Salesforce.

Create Deliverable records to track grant-related tasks, deadlines, and activities.

Configure Deliverables to display the next deadline date on the Opportunity.

Use reports and dashboards to monitor the status and progress of grant-related activities.

Reference:

CertGod Nonprofit Cloud Consultant Guide: Recommends using Deliverables for tracking detailed grant information and deadlines.

Salesforce Documentation on Deliverables: Provides setup instructions and usage guidelines.

## NEW QUESTION # 83

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