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## **Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q106-Q111):**

### NEW QUESTION # 106

A nonprofit using Volunteers for Salesforce on their website wants their volunteers to be able to update their contact information. What does the consultant need to configure to make this possible?

- A. Change Organization-Wide Sharing setting for Contacts to Public
- B. Create a criteria-based sharing rule
- C. Create and assign a new profile
- **D. In Setup, check Grant Guest Users Update Access**

**Answer: D**

Explanation:

To allow volunteers to update their contact information on the nonprofit's website using Volunteers for Salesforce (V4S), follow these steps:

Access Setup:

Navigate to Setup in Salesforce.

Enable Guest User Permissions:

Go to Sites and Domains > Sites.

Click on the site label for your volunteer portal.

Click on Public Access Settings.

Under Field Permissions, make sure the necessary fields (like Contact fields) have the correct read and write permissions for the guest user profile.

Grant Guest Users Update Access:

Ensure that "Grant Guest Users Update Access" is checked. This setting allows guest users, typically those who access your site without logging in, to update certain fields like their contact information.

Test the Configuration:

As a volunteer, navigate to the relevant page on the nonprofit's website.

Test updating the contact information to ensure that the changes are correctly reflected in Salesforce.

This configuration allows volunteers to update their contact details directly from the website, ensuring that the information in Salesforce is always up-to-date.

Salesforce Help Documentation: Sites and Public Access Settings.

### NEW QUESTION # 107

A nonprofit wants to track various funds in Salesforce to report on its restricted donations. Which NPSP feature should the consultant recommend?

- A. Levels
- **B. General Accounting Units**
- C. Customizable Rollups
- D. Engagement Plans

**Answer: B**

Explanation:

To track various funds and report on restricted donations, General Accounting Units (GAUs) in NPSP should be used. Here's a step-by-step guide:

Set Up General Accounting Units (GAUs):

Navigate to the App Launcher and search for "General Accounting Units".

Create GAUs:

Create new GAU records for each fund you need to track.

Provide names and descriptions that clearly identify each fund.

Link GAUs to Donations:

When creating or updating an Opportunity (donation), scroll to the GAU Allocations section.

Allocate the donation amount to the relevant GAU(s). This ensures that each donation is correctly attributed to the specific fund.

Run Reports on GAU Allocations:

Create reports that include GAU Allocation data to see how funds are being utilized and to ensure that restricted donations are tracked correctly.

Automate Allocations (Optional):

Use NPSP settings to define default GAU allocations for specific types of donations to automate this process.

By using GAUs, the nonprofit can effectively manage and report on restricted funds, ensuring compliance and transparency.

### NEW QUESTION # 108

A nonprofit is getting ready to go live with its Nonprofit Cloud implementation.

Which two sandbox configuration options can the consultant create to ensure effective user acceptance testing and training?

Choose 2 answers

- A. Partial Data Sandbox
- B. Developer Pro Sandbox
- C. Full Data Sandbox
- D. Developer Sandbox

**Answer: A,C**

Explanation:

To ensure effective user acceptance testing and training before going live with its Nonprofit Cloud implementation, a nonprofit can use the following sandbox configuration options:

Partial Data Sandbox:

This sandbox type includes a subset of the production data, which is useful for testing with realistic data without the need for a full copy of the production environment. It provides a balance between data availability and cost.

Full Data Sandbox:

This sandbox is a complete copy of the production environment, including all data and metadata. It is ideal for thorough testing and training, as it replicates the production environment exactly. This ensures that users are trained on an environment that mirrors the live system.

### NEW QUESTION # 109

A consultant needs to set up a sandbox strategy for a nonprofit implementation project involving two major development initiatives. For which three purposes should separate sandboxes be used?

- A. Staging
- B. Development
- C. Quality Assurance
- D. Analytics
- E. Field Tracking

**Answer: A,B,C**

Explanation:

When setting up a sandbox strategy for a nonprofit implementation project involving two major development initiatives, it is essential to use separate sandboxes for different purposes. The key purposes include Quality Assurance, Staging, and Development. Here's why:

Quality Assurance (QA):

QA sandboxes are used to test new features and functionalities to ensure they work as expected.

This environment helps identify and fix bugs before the changes are moved to production.

Staging:

A staging sandbox is a replica of the production environment.

It is used for final testing and validation of new features, configurations, and data migrations.

Ensures that everything works correctly in an environment that closely mimics production.

Development:

Development sandboxes are used by developers to build and test new features.

Each developer can have their own sandbox to avoid conflicts with others' work.

Using separate sandboxes for these purposes ensures a clear and organized development process, reduces the risk of conflicts, and helps maintain a stable production environment.

Salesforce Documentation: Sandbox Types and Templates

Salesforce Trailhead: Developing in Sandboxes

### NEW QUESTION # 110

A large nonprofit organization is a social enterprise that functions in many ways like a for-profit corporation. The organization does not accept individual donations, but mostly engages with corporations, sponsors, and vendors by selling its own products to further its mission. The organization needs to manage Leads and track its Opportunity pipeline. Which account model should the consultant recommend?

- A. Administrative Account Model in HEDA
- B. Household Account Model without NPSP
- **C. Salesforce Account Model without NPSP**
- D. Individual "Bucket" Account Model in NPSP
- E. Household Account Model in NPSP

**Answer: C**

Explanation:

For a large nonprofit organization functioning like a for-profit corporation and needing to manage Leads and track its Opportunity pipeline:

Salesforce Account Model without NPSP: This model is suitable as it aligns with for-profit business processes, focusing on managing business accounts, leads, and opportunities. The Household Account Model in NPSP is more suited for organizations managing individual donors, which is not applicable here.

Using the standard Salesforce Account Model allows the organization to leverage Salesforce's CRM capabilities tailored for B2B interactions.

Salesforce Account Model Documentation

Salesforce Trailhead: Managing Leads and Opportunities

### NEW QUESTION # 111

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