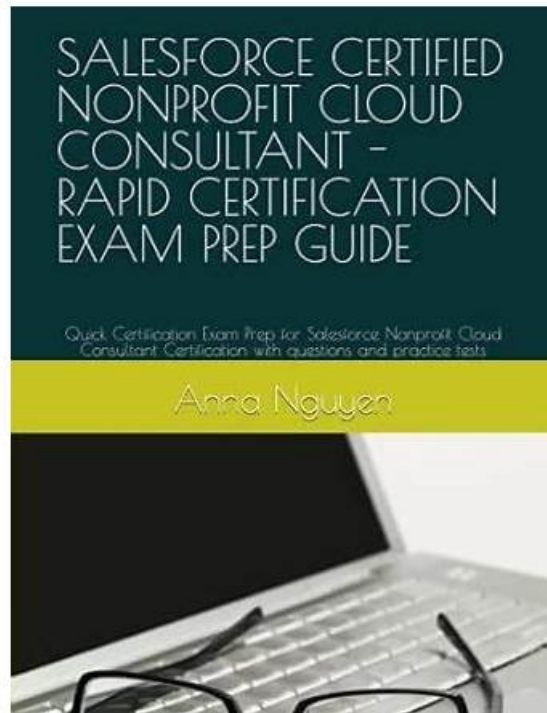


Unparalleled Salesforce Nonprofit-Cloud-Consultant Best Practice - Prep4sures Free Download



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For more information visit:

Nonprofit Cloud Consultant Exam Reference

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q103-Q108):

NEW QUESTION # 103

What is an element of a logic model or theory of change?

- A. Outputs
- B. Progress
- C. Budget

Answer: A

Explanation:

In the Salesforce Nonprofit Cloud (NPC) environment, particularly when configuring Outcome Management, understanding the components of a Logic Model or Theory of Change is fundamental. These frameworks help a nonprofit map out how their internal activities lead to the social impact they desire to achieve.

A standard Logic Model consists of five core elements:

* Inputs: The resources invested, such as staff time, funding, or equipment.

* Activities: The actual programs or services provided (e.g., "Hosting a job training workshop").

* Outputs: These are the direct, measurable products of the activities. For example, if the activity is a workshop, the output might be "20 participants attended" or "100 hours of training delivered."

* Outcomes: These are the specific changes in behavior, knowledge, or status (e.g., "15 participants gained new technical skills").

* Impact: The long-term, systemic change (e.g., "Reduced unemployment in the local community").

When a consultant sets up Outcome Management, they translate these conceptual elements into Salesforce records. Outputs are often tracked as Indicator Results derived from Benefit Disbursements. While a

"Budget" (Option B) is a necessary operational resource (Input), it is not considered a structural element of the "logic" chain itself in the same way an Output is. "Progress" (Option C) is a state of being or a reportable metric, but it is not a defined structural component of the Theory of Change methodology. By focusing on Outputs, consultants can help organizations verify that their activities are happening as planned, providing the necessary data foundation to eventually measure higher-level Outcomes and Impact.

NEW QUESTION # 104

A nonprofit organization receives a lot of grants, many of which are renewals of previous grants from the same funder. The organization wants to be able to easily access the previous grant information.

What should the consultant advise to capture this in Salesforce?

- A. Create a Campaign for the funder and add all Opportunities including the original grant and any renewal grants to the Campaign.
- B. Create a child Opportunity for the renewal grant from the original grant using the Renewal Grant Opportunity record type.
- C. Ensure that when naming the Opportunity for the renewal grant, "Renewal" is included in the name as well as the name of the funder.
- D. Fill in the "Previous Grant/Gift Opportunity" lookup field on the Opportunity for the new grant and check the "Is Grant Renewal" field.

Answer: D

Explanation:

To capture information for grants and easily access previous grant details, the following setup can be used in Salesforce:

- * Previous Grant/Gift Opportunity Lookup Field:
- * Add a lookup field on the Opportunity object called "Previous Grant/Gift Opportunity".
- * When creating a new grant Opportunity, fill in this field with the previous grant's Opportunity record.
- * Is Grant Renewal Checkbox:
- * Add a checkbox field on the Opportunity object called "Is Grant Renewal".
- * Check this box for Opportunities that are renewals of previous grants.
- * Grant Tracking and Reporting:
- * This setup allows easy tracking of grant renewals and provides a straightforward way to report on grants and their renewals.
- * Use reports and dashboards to summarize and analyze grant data, including renewals.

By linking each renewal grant to the original grant Opportunity, you maintain a clear record of the grant history, making it easy to access previous grant information and analyze grant renewals.

"Grant Management Best Practices" from Salesforce Help: Grant Management

"Nonprofit Success Pack Grant Management" from Salesforce.org: NPSP Grant Management

NEW QUESTION # 105

A volunteer with a nonprofit works at Universal Containers. The volunteer is recorded in Salesforce as part of the Household's account record, but Universal Containers needs to be entered into the Salesforce system. How should a consultant track the volunteer's relationship with Universal Containers?

- A. Create a Universal Containers Organization Account and create a Relationship record between the volunteer and Universal Containers.
- B. Create a Lead for the volunteer at Universal Containers and create an Affiliation record between the volunteer Lead and Universal Containers.1
- C. Create a Universal Containers Organization Account and create an Affiliation record between the volunteer and Universal Containers.
- D. Create a Lead for the volunteer at Universal Containers and create a Relationship record between the volunteer Lead and the volunteer Contact.2

Answer: C

Explanation:

In NPSP, there is a clear distinction between how we track "people to people" and "people to organizations."

* People to Organizations (Affiliations): When a Contact (the volunteer) has a professional or community connection to an organization (Universal Containers), the Affiliation object is used. An Affiliation is a junction record that links a Contact record to an Account record with an 'Organization

' record type.

* People to People (Relationships): The Relationship object is used exclusively for person-to-person ties (e.g., "Spouse," "Coworker," or "Father"). You do not use the Relationship object to link a person to a business.

The Solution:

To track this volunteer's employment or connection to Universal Containers:

* Step 1: Create an Account record for "Universal Containers" and ensure its record type is "Organization."

* Step 2: Create an Affiliation record.

* Step 3: On the Affiliation record, link the volunteer's Contact record to the Universal Containers Account record.

* Step 4: Specify the Role (e.g., Employee) and mark it as the Primary Affiliation if this is their main employer.

Using Leads (Options A & B) is incorrect because the volunteer is already an established "Contact" in the system; creating a Lead would create a duplicate record and fragment the data history.

NEW QUESTION # 106

An admin at a nonprofit using NPSP finds that the donation totals on a handful of donor's records are not showing the right totals. How should the consultant troubleshoot this?

- A. Check if the correct target custom field is chosen
- B. Check if the correct Operation is chosen
- C. Verify Opportunity Primary Contact
- D. Verify Customizable Rollups is enabled

Answer: C

Explanation:

<https://powerofus.force.com/s/article/NPSP-Troubleshooting#ariaid-title2>

NEW QUESTION # 107

A development director wants to compare year over year donation information on a weekly basis for the last five years in order to see giving trends via a bar chart. The director asks the consultant if reporting snapshots would work.

What should the consultant advise about the limitations of reporting snapshots?

- A. Reporting snapshots can show data for the past three years.
- **B. Reporting snapshots do NOT work retroactively.**
- C. Reporting snapshots can display a line chart.
- D. Reporting snapshots can run on a monthly basis.

Answer: B

Explanation:

https://sfdx-docs.s3-us-west-2.amazonaws.com/npsp_reports.pdf

Reporting snapshots in Salesforce allow you to capture and store data at specific intervals, providing a way to track changes over time. However, they do not work retroactively, meaning you cannot use them to capture historical data before the snapshot was created. The snapshots only start capturing data from the point they are set up moving forward.

To address the development director's request, the consultant should consider alternative methods, such as creating reports with historical data that has already been captured or using a different tool that can analyze historical data for trends.

Reference:

Salesforce Help: Create Reporting Snapshots to Report on Historical Data Salesforce Trailhead: Reporting Snapshots

NEW QUESTION # 108

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