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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q54-Q59):

NEW QUESTION # 54

A nonprofit is implementing Salesforce for program management. The nonprofit wants to measure user adoption after go-live.

What are two metrics the nonprofit can use to measure user adoption?
Choose 2 answers

- **A. Number of Account and Contact records created in the last 30 days**
- B. Percentage of Leads converted on a weekly basis
- C. Number of Opportunity records created in the last 30 days
- **D. Percentage of staff logging in on a weekly basis**

Answer: A,D

Explanation:

To measure user adoption after the go-live of Salesforce for program management, the nonprofit can track the following metrics:

Number of Account and Contact Records Created (B):

This metric indicates how actively users are adding new data into the system, reflecting their engagement and usage of Salesforce for managing accounts and contacts.

Percentage of Staff Logging In Weekly (C):

This metric provides insight into how consistently staff members are using Salesforce. High login rates suggest good user adoption, while low rates may indicate a need for additional training or support.

Steps to Measure:

Create Reports:

Use Salesforce reports to track the number of Account and Contact records created over the past 30 days.

Set up a report to monitor user login frequency and calculate the percentage of staff logging in weekly.

Monitor and Analyze:

Regularly review these reports to assess user adoption and identify any areas needing improvement.

Salesforce Adoption Dashboards

Salesforce Trailhead: Measure Salesforce Adoption

NEW QUESTION # 55

A nonprofit stores a government-issued personal identification number on each constituent's Contact record in an encrypted field. What should a consultant enable on a Permission Set to ensure the personal identification number is fully accessible by a subset of org users?

- **A. View Encrypted Data system permission**
- B. Manage Encryption Keys system permission
- C. View All Contact object permission
- D. View All Data system permission

Answer: A

Explanation:

To ensure a subset of org users can fully access the government-issued personal identification number stored in an encrypted field on Contact records, the consultant should enable the "View Encrypted Data" system permission on a Permission Set:

View Encrypted Data System Permission:

This permission allows users to view the full unmasked value of encrypted fields.

It is necessary for users who need to access sensitive data stored in encrypted fields.

Steps to Enable the Permission:

Create or update a Permission Set in Salesforce.

Enable the "View Encrypted Data" permission in the System Permissions section of the Permission Set.

Assign the Permission Set to the appropriate subset of users who require access to the encrypted data.

Security Considerations:

Ensure that only trusted and authorized users are granted this permission due to the sensitive nature of the data.

Regularly review and audit Permission Set assignments to maintain security and compliance.

By enabling the "View Encrypted Data" permission, the nonprofit ensures that authorized users can access sensitive data as needed for their roles.

Salesforce Help: View Encrypted Data Permission

Salesforce Security Documentation

NEW QUESTION # 56

A user at a nonprofit is trying to run a mailing list report on a campaign using the NPS Household Mailing List button. They receive

an error saying "the data you are trying to access is unavailable." The button works as expected for the system administrator. What should the consultant advise to troubleshoot the issue?

- A. Check if the Campaign ID filter in the Campaign Household Mailing List report is unlocked.
- **B. Check if the user has access to the Apex Class for Manage Households.**
- C. Check if the user has the View Reports in Public Folders system permission.
- D. Check if the user has access to Households via Role hierarchy.

Answer: B

Explanation:

The error message "the data you are trying to access is unavailable" when running a mailing list report on a campaign using the NPSP Household Mailing List button likely indicates a permissions issue. Since the button works as expected for the system administrator, the issue is probably related to user permissions.

Apex Class Access (A): The most likely cause is that the user does not have access to the necessary Apex Class for Manage Households. Ensure that the user has the required permissions to access and execute this Apex Class.

Salesforce Nonprofit Success Pack Documentation

Salesforce Help: Manage Apex Classes and Permissions

NEW QUESTION # 57

Which Salesforce resource should an admin use to search for nonprofit user groups in a particular region or state?

- A. AppExchange
- **B. Trailblazer Community**
- C. Salesforce Help
- D. Trailhead

Answer: B

Explanation:

To search for nonprofit user groups in a particular region or state, an admin should use the Trailblazer Community:

Access Trailblazer Community:

Go to the Trailblazer Community website: trailblazer.salesforce.com

Search for User Groups:

Use the search functionality to look for user groups. You can enter keywords related to your region, state, or specific interests such as "nonprofit user groups." You can also filter search results by location to find groups relevant to your area.

Join Relevant Groups:

Review the list of user groups and join the ones that are most relevant to your needs.

Engaging with these groups allows you to connect with other nonprofit Salesforce users, share best practices, and stay informed about local events and meetups.

The Trailblazer Community is a valuable resource for finding and connecting with regional nonprofit user groups.

Trailblazer Community: trailblazer.salesforce.com

Salesforce Help: Community User Groups

NEW QUESTION # 58

A major donor officer needs to capture wealth scoring to support individual cultivations.

How is this best represented in the NPSP?

- A. Using an AppExchange application, collect and rank other nonprofits' wealth information to understand how best to cultivate individual donations.
- **B. Using an AppExchange application, collect and rank donor prospects' wealth information to understand how to best cultivate individual donations.**
- C. Report on the total amount of an individual's donations summarized on their Contact record and rank it against donations to the nonprofit by other individual donors to best cultivate individual donations.
- D. Report on the total amount of donations received by the nonprofit in the past year, and rank it against peer institutions to best cultivate individual donations.

Answer: B

Explanation:

To capture and analyze wealth scoring for donors in Salesforce, leveraging an AppExchange application is the most effective approach. These applications can provide comprehensive wealth data and insights to support donor cultivation efforts. Here's how to do it:

Identify Suitable AppExchange Applications:

Search the Salesforce AppExchange for wealth screening and donor prospecting tools (e.g., WealthEngine, DonorSearch).

Install the Application:

Follow the installation instructions provided by the selected application.

Ensure necessary permissions and configurations are set up.

Configure Wealth Scoring:

Set up the application to pull in wealth data for your donor contacts.

Use the provided features to rank and score donors based on their wealth data.

Integrate with NPSP:

Ensure the wealth data integrates with your existing NPSP setup.

Create reports and dashboards to visualize and analyze donor wealth information.

"WealthEngine for Salesforce" on AppExchange: WealthEngine

"DonorSearch for Salesforce" on AppExchange: DonorSearch

NEW QUESTION # 59

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