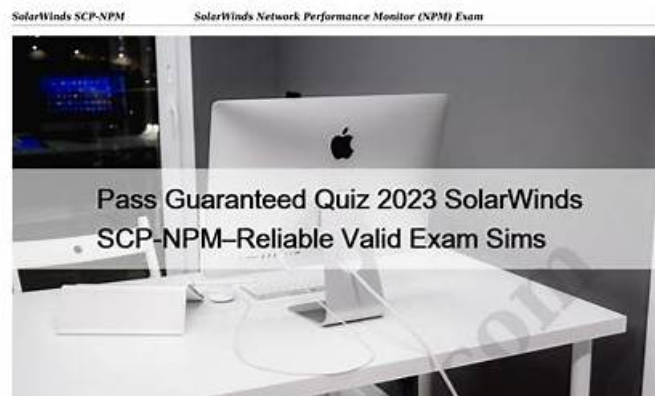


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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q63-Q68):

NEW QUESTION # 63

A nonprofit enters donation data both into Salesforce and an external accounting system to reconcile financial support. This process is time-consuming. What should the consultant recommend to reduce manual data entry and improve efficiency?

- A. Data Import Wizard
- B. NPSP Data Importer Templates
- C. Advanced Mapping
- **D. Accounting Subledger**

Answer: D

Explanation:

The primary pain point described is the "double entry" of financial data between a CRM (Salesforce) and an external General Ledger (GL) or accounting system. To resolve this, Salesforce developed Accounting Subledger.

Accounting Subledger acts as the translator between fundraising language and accounting language. It automatically generates Ledger Entry records based on donation data (Opportunities and Payments) in Salesforce. These ledger entries are formatted to align with standard accounting principles (Debits and Credits) and can be easily exported in a format that the external accounting system can ingest.

Step-by-Step Efficiency Gains:

- * Automation: Instead of a staff member manually typing data into a second system, Accounting Subledger identifies "Closed/Won" gifts and creates the corresponding accounting records in the background.
- * Accuracy: It eliminates human error associated with manual entry, ensuring that the total "Revenue" in Salesforce matches the "Income" in the accounting software.
- * Transparency: Because the ledger entries are linked directly to the original Opportunity in Salesforce, the finance team and the development team can reconcile records using a shared "source of truth."
- * Audit Trail: It maintains a permanent record of when data was "finalized" for accounting purposes, which is essential for annual audits.

By implementing Accounting Subledger, the consultant moves the nonprofit from a manual reconciliation process to an automated "subledger" model, significantly reducing administrative overhead and allowing staff to focus on mission-driven tasks rather than data entry.

NEW QUESTION # 64

A nonprofit has its organization-wide sharing settings for all objects set to Private and is using Program Management Module to track Service Deliveries. A subset of Service Delivery records should be visible to selected staff. How should a consultant meet this requirement?

- A. Create and assign a new profile.⁹
- B. Update the assigned Permission Set.
- C. Update default sharing to Public Read/Write.
- **D. Create a criteria-based sharing rule.**

Answer: D

Explanation:

When an organization uses a Private sharing model (Organization-Wide Defaults), users can only see records they own or records owned by their subordinates in the role hierarchy. To open up visibility to a "subset" of records for a "selected" group of staff, the consultant must use a Sharing Rule.

Implementing the Solution:

- * Criteria-Based Logic: Since only a subset of Service Deliveries (e.g., those related to "Mental Health" or a specific "Program")

needs to be shared, the consultant should use a Criteria-Based Sharing Rule.

* Definition: The rule might state: "Share Service Delivery records where Program Name EQUALS 'Youth Outreach' with the 'Program Staff' Public Group."

* Access Level: The consultant defines the level of access (Read Only or Read/Write).

* Public Groups: The "selected staff" should be added to a Public Group. The sharing rule then targets this group.

Why other options are incorrect:

* Public Read/Write (Option B): This would expose all records to all users, violating the nonprofit's strict security requirements.

* Permission Sets / Profiles (Options C & D): These grant the functional ability to use the object (CRUD), but in a Private sharing model, they do not grant access to specific records owned by others.

Sharing rules are the primary tool for record-level visibility in Salesforce.

NEW QUESTION # 65

What are two benefits of using Agile project management?

- A. All risks defined early in the project and the result is a single deliverable
- B. A linear sequence of steps and carefully controlled change
- C. Iterative planning and hands-on stakeholder involvement

Answer: C

Explanation:

In the context of a Nonprofit Cloud implementation, the Agile methodology is often preferred over traditional methods because it accounts for the evolving needs of mission-driven organizations. Unlike a rigid framework, Agile focuses on delivering value in small, manageable increments called "Sprints." Two of the most significant benefits of this approach are:

* Iterative Planning: Rather than trying to document every single requirement for a complex feature like

"Outcome Management" at the very start, Agile allows for continuous planning. The consultant and the nonprofit stakeholders prioritize a "Backlog" of work. At the start of each sprint, the team plans only the work for that cycle. This allows the organization to pivot if, for example, a new grant requirement is announced mid-project that changes how they need to track benefits.

* Hands-on Stakeholder Involvement: Agile requires constant collaboration. Stakeholders (such as Program Managers or Gift Officers) are involved in "Sprint Reviews" where they see live demonstrations of the work completed. This "fail-fast" or "learn-early" model ensures that if a consultant builds a Gift Entry flow that doesn't quite match the staff's physical workflow, it is caught and corrected within weeks rather than months.

Why other options are incorrect:

* Option A: Defining all risks early and producing a "single deliverable" is a hallmark of the Waterfall method. In Agile, risks are identified continuously, and deliverables are produced incrementally.

* Option C: A "linear sequence" and "carefully controlled change" describes a rigid Waterfall environment. In contrast, Agile is non-linear and embraces change as a way to improve the final product's relevance to the nonprofit's mission.

NEW QUESTION # 66

A nonprofit hired a consultant to restart a stalled implementation. The nonprofit identified needs by documenting its Salesforce vision and pain points and by defining specific goals with user stories. What are two components of a user story the nonprofit should consider? (Choose 2)

- A. Include configuration instructions on each story.
- B. Align each story to the implementation vision.
- C. Assign a priority to each story.
- D. Associate an epic to each story.

Answer: B,C

Explanation:

User stories are the "building blocks" of an Agile implementation. A well-written user story follows the format: "As a [persona], I want to [action], so that [value/benefit]." To ensure a stalled project gets back on track, two critical components are alignment and prioritization.

* Vision Alignment (B): Every story must have a purpose that contributes to the overall Implementation Vision. If a nonprofit's vision is "Improving Donor Retention," but a user story is created for "Automating Facilities Management," the consultant must evaluate if that story is a distraction. Aligning stories to the vision ensures the consultant builds what the organization actually needs to succeed, rather than just what users want.

* Priority (C): In any implementation, there is limited time and budget. Assigning a priority (often using the MoSCoW method: Must

have, Should have, Could have, Won't have) is essential. It allows the consultant and the nonprofit to focus on mission-critical features first, ensuring that if the project runs out of resources, the most valuable parts of the system are already delivered.

Why other options are less critical:

* Configuration Instructions (Option A): This is a mistake. User stories describe the requirement (the "What"), while technical documentation describes the solution (the "How"). Putting configuration steps in a user story makes it rigid and difficult for a developer to suggest better technical alternatives.

* Epics (Option D): While epics are useful for grouping stories, they are a structural tool for project management rather than a "component" of the story's internal logic or value definition. Alignment and Priority are what drive project success.

NEW QUESTION # 67

A nonprofit wants to implement an external email platform that integrates with Salesforce. The integration will record every email sent to a subscriber, as well as which recipients open the email, click a link, or unsubscribe. Which two storage considerations should the consultant take into account before recommending an email platform? (Choose 2)

- **A. Campaign Member records use less storage space than custom object records.**
- B. Subscribers must be synced as Leads and Campaign Members in NPSP.
- **C. Email subscribers' activities can be retained for a certain length of time.**
- D. Unsubscribed Leads should be deleted from Salesforce immediately.

Answer: A,C

Explanation:

Data storage is a significant cost and performance consideration for nonprofits. External email platforms (like Mailchimp, Constant Contact, or Marketing Cloud) can generate millions of "Activity" records that quickly consume a Salesforce org's data storage limits. Two Key Considerations:

* Record Type Efficiency (B): In the Salesforce storage model, Campaign Member records are highly efficient. They take up significantly less space than a record in a custom object (like a "Email Result" object). If the integration uses Campaign Members to track status, the org can store more data before hitting its limits.

* Retention Policies (C): Because individual "Open" and "Click" data becomes less relevant over time, the consultant must consider a Data Retention Policy. For example, the organization might decide to keep granular engagement data for 6 months to drive near-term marketing, but then archive or delete that data to free up space for new records.

Why other options are less relevant:

* Option A: Syncing as Leads is a functional choice, but not a "storage consideration" in itself.

* Option D: Deleting unsubscribed leads is a bad practice; you should keep the record and mark it as "Email Opt Out" to ensure you don't accidentally re-import and email them in the future, which would violate anti-spam laws.

NEW QUESTION # 68

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