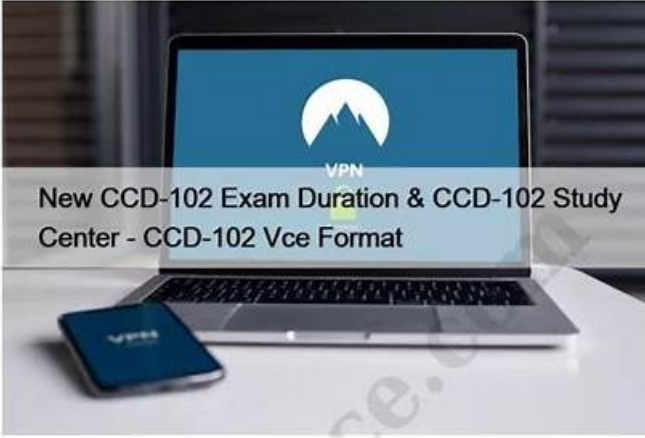


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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q72-Q77):

NEW QUESTION # 72

A married couple has each donated to a nonprofit organization. The organization wants to track that they are part of the same household. Which step must be performed in Nonprofit Cloud as part of the solution?

- A. Create one Person Account to track the household members together.
- B. Create an Opportunity Contact Role record for each household member.
- C. Create a Party Relationship Group whose type is Household.

Answer: C

Explanation:

In Nonprofit Cloud, the way we model groups of people-such as households, families, or boards-has been standardized using the Group Membership feature set.

To represent a "Household," the system uses a combination of a Business Account (as the container) and a Party Relationship Group (as the definition).

Step-by-Step Implementation:

* Individual Accounts: First, ensure each spouse has their own Person Account. This is crucial for tracking individual giving history, life milestones, and program participation.

* The Group Record: The consultant creates a Business Account with a record type of "Group."

* The Party Relationship Group: Crucially, a Party Relationship Group record is created and linked to that Business Account. The Type field on this record must be set to Household. This tells the system that this specific group is a domestic unit rather than a professional association or board.

* Relationship Mapping: Finally, the consultant uses the Account Contact Relationship object to link the two Person Accounts to the Household Business Account. Roles (e.g., "Primary Member," "Spouse") are assigned here.

Option C is a "data silo" mistake; you should never track two distinct people in one record as it breaks reporting for birthdays, emails, and individual engagement. Option B is an old NPSP concept; while NPC still uses Contact Roles, they are a result of the relationship model, not the method used to "track that they are part of a household."

NEW QUESTION # 73

A nonprofit needs to frequently import membership renewal and donation data. Each import needs a different configuration that will create or update existing Contacts in addition to creating Opportunities. Which tool should the consultant recommend?

- A. Salesforce Data Loader
- B. Salesforce Import Wizard
- C. NPSP Batch Data Import
- D. NPSP Data Importer

Answer: C

Explanation:

The NPSP Data Importer (Option D) is the underlying engine, but the requirement for "frequent imports" with "different configurations" specifically points to the NPSP Batch Data Import (A) feature.

Why NPSP Batch Data Import is the correct recommendation:

* Saved Configurations: In NPSP, a "Batch" is a record that stores specific configuration settings. A consultant can create one Batch for "Membership Renewals" and another for "General Donations." Each batch can have different matching rules (e.g., match by Email for memberships vs. match by External ID for donations).

* Multi-Object Creation: Like the standard importer, it creates or updates Contacts and Accounts while simultaneously creating the Opportunity and Payment records in a single step.

* Efficiency: For "frequent" work, a user doesn't have to re-map fields every time. They simply select the appropriate Batch, upload the CSV, and the system uses the pre-saved mapping and logic associated with that batch.

* Dry Run: It allows for a "Dry Run" on the specific batch to ensure the data is clean before it is committed to the database.

Why other options are incorrect:

* Data Loader (Option C): This would require multiple imports (Contacts first, then Opportunities) and does not support the

automated "Match or Create" logic of NPSP.

* Import Wizard (Option B): This is a standard tool that cannot handle the complex NPSP multi-object relationship logic in a single pass.

* NPSP Data Importer (Option D): While technically the engine, the "Batch" feature is what provides the ability to store different configurations for frequent use.

NEW QUESTION # 74

A nonprofit needs more insight into why some corporate sponsorships are closing and why others are lost.

They want to evaluate information including pipeline value, number of opportunities, Pardot score, win/lost percentage, stage value, and a table of opportunities. The system admin wants to deploy a solution quickly.

Which solution should a consultant recommend?

- A. B2B Marketing Analytics
- B. Insights Platform Data Integrity
- **C. Salesforce Reports**
- D. NPSP Advanced Mapping

Answer: C

Explanation:

When a nonprofit requires immediate visibility into their opportunity pipeline and win/loss metrics, the most efficient and "quick to deploy" solution is Salesforce Reports and Dashboards.

Why Salesforce Reports is the best fit:

* Standard Functionality: Reports are a native part of the Salesforce platform. There is no additional software to install or license to procure.

* Cross-Object Reporting: Salesforce allows for "Opportunities with Pardot (Account Engagement)" report types. This allows the consultant to pull in the Pardot Score alongside standard Opportunity fields like Stage, Amount, and Probability.

* Visual Analytics: Using a Dashboard, the consultant can create a "Corporate Sponsorship Pipeline" view. They can include:

* Funnel Charts: For pipeline value by stage.

* Summary Tables: To list the specific opportunities.

* Gauge Charts: For the win/loss percentage.

* Speed of Deployment: A consultant can build a comprehensive dashboard meeting all these requirements in a matter of hours, whereas B2B Marketing Analytics (Option B) requires a complex setup process involving the "Analytics Studio," data syncs, and specialized licenses.

Why other options are incorrect:

* Advanced Mapping (Option A): This is a data import tool, not an analytics or reporting tool.

* Insights Platform (Option D): This is used for data cleansing and duplicate management, not for pipeline performance analysis.

By leveraging standard reports, the nonprofit gets the "insight" they need immediately using the data already sitting in their NPSP instance.

NEW QUESTION # 75

A nonprofit organization wants grant seekers to be able to add collaborators in Experience Cloud to help complete grant applications. What should the organization configure in Nonprofit Cloud for Grantmaking?

- **A. Compliant Data Sharing**
- B. Group Membership
- C. Permission sets

Answer: A

Explanation:

In the Grantmaking lifecycle, transparency and collaboration are key, especially during the application phase. A lead applicant (grant seeker) often needs to bring in subject matter experts, accountants, or board members to help draft specific sections of a complex funding proposal.

To enable this within an Experience Cloud portal, Salesforce utilizes Compliant Data Sharing (CDS). CDS allows for granular, record-level sharing that can be managed directly by end-users (the grant seekers) rather than requiring an administrator to manually adjust sharing rules or public groups every time a collaborator is added.

Step-by-Step Configuration for the Consultant:

* Enable CDS: The consultant must first enable "Compliant Data Sharing" in the Setup menu for the relevant objects, such as

Individual Application or Funding Award.

* Define Participant Roles: Roles like "Collaborator," "Reviewer," or "Signatory" are defined. Each role is assigned a specific access level (Read or Read/Edit).

* Add Related Lists: The consultant adds the "Participants" related list to the page layout used in the Grantmaking Portal.

* User Empowerment: Once configured, a grant seeker can navigate to their application in the portal, click "Add Participant," and search for other users within their organization to grant them access to that specific application.

This feature ensures that sensitive financial and program data is shared only with authorized individuals, maintaining a high level of security and "compliance" while still promoting the collaborative effort necessary for high-quality grant applications. Permission sets (Option C) provide the broad ability to use the portal, but CDS provides the specific mechanism for peer-to-peer record sharing.

NEW QUESTION # 76

A nonprofit wants to send an event cancellation notice to 150 Salesforce contacts without a separate email service provider. It wants to manage bounces, resend the notice as needed, and view the send history on the Contact record. Which option should a consultant recommend to meet the requirements?

- **A. Send List Email**
- B. Elevate
- C. Email-to-Case
- D. Account Engagement

Answer: A

Explanation:

For a small volume of contacts (150) and a simple one-off requirement like an event cancellation, standard Salesforce functionality is the most cost-effective and efficient choice. Send List Email is a native Lightning Experience feature that meets all the organization's criteria without the complexity of a third-party marketing tool.

How Send List Email Meets the Requirements:

* Direct Send: Users can select up to 2,000 contacts from a list view or a campaign and click Send List Email. This uses Salesforce's internal mail servers (or the organization's connected Office 365/Gmail account).

* Send History: Every list email sent is automatically recorded in the Activity History (specifically the "HTML Email Status" or "Emails" related list) on the Contact record. This satisfies the requirement to "view the send history."

* Manage Bounces: Salesforce has a native "Email Bounce Management" feature. If an email address is invalid, a warning icon appears next to the email address on the Contact record, and the staff can see the "Bounce Reason."

* Resending: Because the send history is logged as an activity, staff can easily identify who didn't receive the message and trigger a follow-up email manually or by creating a filtered list of "bounced" contacts.

Why other options are incorrect:

* Elevate (Option A): This is a payment processing platform for fundraising and has no native bulk email capabilities for event management.

* Email-to-Case (Option B): This is a support tool for receiving incoming emails and turning them into tickets; it is not for proactive event outreach.

* Account Engagement (Option D): Formerly known as Pardot, this is a robust marketing automation platform. While it could do this, it is considered "overkill" for a one-off 150-person email and requires a separate, significant license and technical setup.

NEW QUESTION # 77

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