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Salesforce Nonprofit-Cloud-Consultant Certification is a highly sought-after credential for professionals who want to work with nonprofit organizations. It is designed to validate the skills and knowledge of individuals who are interested in using Salesforce to support the unique needs of nonprofit organizations. Salesforce Certified Nonprofit Cloud Consultant Exam certification exam is intended to test the skills and knowledge of candidates in areas such as fundraising, donor management, volunteer management, program management, and more.

Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q110-Q115):

NEW QUESTION # 110

The development director at a nonprofit needs to track grant lifecycles using NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments. How should the consultant

model payments, applications, reporting deadlines, and actions in NPSP for the grant seeking institution?

- A. Payments = Recurring Donations with Opportunities; Applications = Deliverables; Reporting deadlines = Deliverables; Actions = Activities
- B. Payments = Opportunities with Payments; Applications = Activities; Reporting deadlines = Activities
- C. Payments = Opportunities with Payments; Applications = Deliverables; Reporting deadlines = Deliverables; Actions = Activities

Answer: C

Explanation:

Tracking the "Grant Seeking" process in NPSP requires a specific mapping of business requirements to the NPSP data model. Unlike "outbound" grantmaking, "inbound" grant seeking uses the Opportunity object as the primary record for each grant proposal. Mapping the Lifecycle:

* Applications & Reporting Deadlines (Deliverables): In NPSP, the Deliverable object is specifically designed to track milestones associated with a grant Opportunity. An "Application Submission" is a deliverable (the first milestone), and "Mid-Year Report" or "Final Report" are subsequent deliverables with specific due dates. This allows the development director to see a calendar of all upcoming grant requirements.

* Payments (Opportunities with Payments): While the Opportunity tracks the total amount awarded, the Payment object in NPSP tracks the actual cash coming in. Since grants are often paid in multiple installments (multi-year grants), using the related Payments list is the standard way to reconcile the total award against what has actually been deposited in the bank.

* Actions (Activities): Standard Salesforce Activities (Tasks and Events) are used to track the day-to- day engagement steps, such as "Draft Narrative," "Call Program Officer," or "Review Budget." These are the "internal" actions assigned to staff members.

Why other options are incorrect:

* Option A: Recurring Donations are for open-ended, sustaining gifts (like monthly donors), not for specific fixed-amount grant awards with a set payment schedule.

* Option C: Using Activities for reporting deadlines is a poor practice because activities are easily deleted or closed without the formal tracking and field-level detail (like "Grantee Requirements") that the Deliverable object provides.

NEW QUESTION # 111

A nonprofit customer wants to have the status for a Campaign Member on a fundraising campaign automatically update when a donation is received from that Contact.

What should the consultant recommend?

- A. Create an Apex Trigger to update the Contact's Campaign record.
- B. Use Process Builder to update the Contact's campaign member record.
- C. **Enable Automatic Campaign Member Management in NPSP settings.**
- D. Create a workflow rule that updates the Campaign Status when an Opportunity is created.

Answer: C

Explanation:

To ensure that the status for a Campaign Member on a fundraising campaign is automatically updated when a donation is received from that Contact, the Automatic Campaign Member Management feature in NPSP can be used. Here's how to enable and configure it:

Navigate to NPSP Settings:

Go to Setup.

In the Quick Find box, type "NPSP Settings" and select it.

Enable Automatic Campaign Member Management:

In the NPSP Settings, navigate to "Donations".

Find the "Automatic Campaign Member Management" section.

Enable this feature by checking the corresponding box.

Configure the Settings:

Define the criteria for when and how Campaign Member statuses should be updated. For example, you can specify that the status should change to "Responded" when a donation is received.

Save Settings:

Save the changes to activate the automatic updates.

This setup ensures that Campaign Member statuses are updated automatically based on the criteria defined, reducing manual effort and improving accuracy.

Reference:

"Automatic Campaign Member Management" from Salesforce Help: Automatic Campaign Member Management
"NPSP Settings Overview" from Salesforce.org: NPSP Settings

NEW QUESTION # 112

A nonprofit wants to manage a new program In Salesforce.

What should the consultant recommend as the first step before embarking on a new implementation project?

- A. Identify the challenges the nonprofit is currently experiencing.
- B. Audit existing standard and custom objects and fields.
- C. Set up an implementation timeline and delivery plan.
- D. Review data in a .csv file and begin mapping to existing fields.

Answer: A

NEW QUESTION # 113

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. View All Contact object permission
- C. View All Data system permission
- D. Manage Encryption Keys 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.

Reference:

Salesforce Help: View Encrypted Data Permission

Salesforce Security Documentation

NEW QUESTION # 114

A nonprofit admin notices that case managers are failing to gather required information when qualifying new beneficiaries for its programs.

Which Salesforce automation tool should the nonprofit use to collect the correct data?

- A. Process Builder
- B. Salesforce Flow
- C. Approval Process
- D. Workflow

Answer: B

Explanation:

To ensure that case managers gather all required information when qualifying new beneficiaries, Salesforce Flow is the most effective automation tool:

Create a Flow:

In Salesforce Setup, navigate to "Flow Builder" and create a new Flow.

Choose a "Screen Flow" to guide users through the data entry process.

Design the Flow:

Add screens to the Flow that contain fields for all the required information. Use validation rules to ensure required fields are completed before proceeding to the next screen.

Use logic elements like decisions and assignments to handle conditional data collection based on previous inputs.

Deploy the Flow:

Embed the Flow on the Lightning Record Page for case managers to use when qualifying new beneficiaries.

Ensure the Flow is easily accessible and part of the standard workflow for case managers.

Training and Support:

Provide training for case managers on how to use the Flow.

Monitor usage and collect feedback to make any necessary adjustments.

Salesforce Flow provides a guided, interactive way to ensure all required information is collected consistently.

Reference:

Salesforce Documentation: Flow Builder Guide

Trailhead Module: Automate Your Business Processes with Lightning Flow

NEW QUESTION # 115

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