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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions

(Q99-Q104):

NEW QUESTION # 99

A development officer wants to integrate wealth scoring information into Salesforce. Which solution should the consultant recommend?

- A. Salesforce Optimizer
- B. Pardot
- C. A third-party app on the AppExchange
- D. Philanthropy Cloud

Answer: C

NEW QUESTION # 100

A consultant began an implementation project with a nonprofit that is new to Salesforce. The nonprofit's leadership is hesitant to spend time at the beginning of the project on change management.

What are three reasons the consultant can share to emphasize the value and importance of governance?

Choose 3 answers

- A. Security
- B. Technical Interoperability
- C. Cost savings
- D. Delivery Speed
- E. Compliance

Answer: C,D,E

NEW QUESTION # 101

A nonprofit organization wants to track all donations that go to a specific, designated fund. How should a consultant solution for this use case?

- A. Create an Opportunity record type, called "Funds" and then create an Opportunity record for the designated fund.
- B. Create a GAU record for the designated fund.
- C. Create a custom object for to track fund accounts and then create an Account record for the designated fund.
- D. Create a GAU Allocation record for the designated fund.

Answer: D

Explanation:

To track all donations that go to a specific, designated fund, the consultant should create a GAU Allocation record for the designated fund. Here's how to set it up:

Create GAU Records:

Navigate to the App Launcher and search for "General Accounting Units".

Create a new GAU record for each designated fund.

Link Donations to GAUs:

When entering or importing donations (Opportunities), use the GAU Allocation section to allocate the donation amount to the relevant GAU.

Specify the amount or percentage of the donation that should be allocated to each GAU.

Set Up GAU Allocation:

In the Opportunity record, scroll to the GAU Allocations related list.

Click "New" to create a new GAU Allocation.

Select the appropriate GAU and enter the allocation amount.

Reporting on GAUs:

Create reports to track donations by GAU.

Use the GAU Allocation object in your report to filter and summarize donations by designated funds.

By using GAU Allocations, the nonprofit can effectively manage and report on restricted funds, ensuring that donations are tracked according to donor intent.

Reference:

Salesforce NPSP Documentation: General Accounting Units (GAUs)

NEW QUESTION # 102

A nationally federated nonprofit is implementing a single Salesforce org to provide shared fundraising services to its four regional affiliates. Each affiliate and the national nonprofit must see only its own donor data.

Which Salesforce feature would enable this level of record access?

- **A. Criteria-based sharing**
- B. Record Types
- C. Role Hierarchy
- D. Divisions

Answer: A

Explanation:

To provide each affiliate and the national nonprofit the ability to see only its own donor data in a single Salesforce org, the consultant should use Criteria-based Sharing. Here's why:

* Criteria-based Sharing:

* This feature allows for defining sharing rules based on specific criteria, such as record ownership or certain field values.

* By setting up criteria-based sharing rules, each affiliate and the national nonprofit can be restricted to viewing only the records that meet the specified criteria, such as records tagged with their specific region or affiliate identifier.

Salesforce Sharing and Visibility Guide

Salesforce Criteria-based Sharing Rules Documentation

NEW QUESTION # 103

A nonprofit organization is starting a new program that connects high school youths to college mentors. The organization wants to track this specific relationship in Nonprofit Cloud. How should the organization accomplish this goal?

- A. Create new picklist values for the Role field on the Person Account object.
- **B. Create a new Party Role Relationship that has the Relationship Object Name field set to Contact Contact Relationship.**
- C. Create a new Party Role Relationship that has the Relationship Object Name field set to Account Account Relationship.

Answer: B

Explanation:

In Nonprofit Cloud (NPC), individual constituents (like students and mentors) are modeled as Person Accounts. To track relationships between these individuals, Salesforce utilizes the Party Relationship Model

. When a consultant needs to define a new type of connection-such as "Mentor" to "Student"-they must configure the Party Role Relationship object. This object defines the metadata for how two parties interact.

Step-by-Step Configuration:

* Navigate to Party Role Relationships: The consultant creates a new record in this object.

* Define Roles: You specify the roles involved, such as "Mentor" and "Mentee."

* Select the Relationship Object: This is the most critical step. Since the relationship is between two individual people (modeled as Person Accounts), the consultant must set the Relationship Object Name field to Contact Contact Relationship.

* Note: Even though the records are technically Person Accounts, NPC uses the ContactContactRelation object for person-to-person ties.

* Inverse Relationships: The consultant also defines the inverse role (e.g., if Person A is the Mentor of Person B, then Person B is the Mentee of Person A) to ensure the relationship is visible and logical from both records.

Why Option B is incorrect: Account Account Relationship is used for connections between two Business Accounts (e.g., a "Parent Company" and its "Subsidiary") or between a Person Account and a Business Account (e.g., an "Employee" and their "Employer"). For a mentor-student program where both parties are individual people, Contact Contact Relationship is the architecturally correct choice for the Party Role Relationship configuration.

NEW QUESTION # 104

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