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Salesforce Nonprofit-Cloud-Consultant Certification Exam is designed for individuals who are interested in working with nonprofit organizations to implement and manage Salesforce solutions. Salesforce Certified Nonprofit Cloud Consultant Exam certification is aimed at professionals who have experience working with nonprofit organizations and are looking to enhance their skills and knowledge in the area of Salesforce technology.

Salesforce Nonprofit-Cloud-Consultant certification exam is a valuable credential for professionals who want to advance their careers in the nonprofit sector. It validates one's skills and expertise in designing and implementing Salesforce solutions for nonprofits, and it is a great way to demonstrate to employers and clients that one has the knowledge and experience to help nonprofits achieve their goals using the Salesforce platform. With the right preparation and experience, one can successfully pass the exam and become a Salesforce Certified Nonprofit Cloud Consultant.

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q86-Q91):

NEW QUESTION # 86
A nonprofit receives grants so it can offer scholarships to students who attend the nonprofit*s community training programs.

- A. NPSP to track the grants the nonprofit receives; Outbound Funds Module to track scholarships the nonprofit offers; Program Management Module to track the training programs
- B. Outbound Funds to track the grants the nonprofit receives; NPSP to track the scholarships the nonprofit offers; Education Data Architecture to track the training programs
- C. NPSP to track the grants the nonprofit receives; Gift Entry to track the scholarships the nonprofit offers; Education Data Architecture to track the training programs.
- D. Program Management Module to track the grants the nonprofit receives; Outbound Funds Module to track the scholarships the nonprofit offers; Education Data Architecture to track the training programs.

Answer: D

Explanation:
To track grants, scholarships, and training programs in Salesforce for a nonprofit, you should use a combination of the Program Management Module (PMM), Outbound Funds Module (OFM), and Education Data Architecture (EDA). Here's how to set it up:
* Track Grants with PMM:
* Use the Program Management Module to manage the grants your nonprofit receives.
* Create Program records for each grant and link them to the related donor accounts.
* Track details such as grant amount, application status, and reporting requirements using custom fields or standard fields in PMM.
* Track Scholarships with OFM:
* Install and configure the Outbound Funds Module to manage scholarships.
* Create Funding Programs for different types of scholarships.
* Use the Funding Requests object to track individual scholarship applications and awards, linking them to the recipients (Contacts).
* Track Training Programs with EDA:
* Implement the Education Data Architecture to manage training programs.
* Create Program records for each training program.
* Use the Course Connections object to link participants (Contacts) to the training programs and track their progress.
* Integrate and Report:
* Use Salesforce's reporting tools to create integrated reports across these modules.
* For example, you can create a report that shows the total grants received, scholarships awarded, and participants enrolled in training programs.
Salesforce Program Management Module Documentation: PMM Documentation.
Salesforce Outbound Funds Module Documentation: OFM Documentation.
Salesforce Education Data Architecture Documentation: EDA Documentation.

NEW QUESTION # 87
A nonprofit using Salesforce configured with Person Accounts has recently installed NPSP into its org.
Which two configurations should a consultant set to ensure that Person Accounts and NPSP can coexist?
Choose 2 answers

- A. Create a validation rule to prevent the creation of Person Accounts.
- B. The Household record type in NPSP Settings is different than the Person Accounts record type.
- C. The default record type for profiles of any user who converts leads is different than the Person Account record type.
- D. Remove permissions to Person Accounts for all profiles except System Admin.

Answer: B,C

NEW QUESTION # 88
A large nonprofit organization is a social enterprise that functions in many ways like a for-profit corporation. The organization does mot accept individual donations, but mostly engages with corporations, sponsors, and vendors by selling its own products to further

its mission. The organization needs to manage Leads and track its Opportunity pipeline. Which account model should the consultant recommend?

- A. Household Account Model without NPSP
- B. Salesforce Account Model without NPSP
- C. Household Account Model in NPSP
- D. Administrative Account Model in HEDA
- E. Individual "Bucket" Account Model in NPSP

Answer: B

Explanation:
For a large nonprofit organization functioning like a for-profit corporation and needing to manage Leads and track its Opportunity pipeline:
Salesforce Account Model without NPSP: This model is suitable as it aligns with for-profit business processes, focusing on managing business accounts, leads, and opportunities. The Household Account Model in NPSP is more suited for organizations managing individual donors, which is not applicable here.
Using the standard Salesforce Account Model allows the organization to leverage Salesforce's CRM capabilities tailored for B2B interactions.
Reference:
Salesforce Account Model Documentation
Salesforce Trailhead: Managing Leads and Opportunities

NEW QUESTION # 89
A nonprofit organization uses a vendor for direct mail, and receives a monthly spreadsheet from it with donor information, donation amounts, and the solicitation campaign that the donation was in response to.
How can this information can be entered and de-duplicated against existing individuals in the Nonprofit Success Pack (NPSP)?

- A. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Recurring Donations.
- B. Use the Salesforce Data Loader to upload the spreadsheet and then manually check for duplicates and use the NPSP Contact Merge tool to de-duplicate records.
- C. Use the Salesforce Import Wizard to upload the spreadsheet and then de-duplicate records using the NPSP Contact Merge tool.
- D. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Campaigns.

Answer: D

NEW QUESTION # 90
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 a new Party Role Relationship that has the Relationship Object Name field set to Account Account Relationship.
- B. Create a new Party Role Relationship that has the Relationship Object Name field set to Contact Contact Relationship.
- C. Create new picklist values for the Role field on the Person Account object.

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 # 91

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