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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q91-Q96):

### NEW QUESTION # 91

A user has reported an error when trying to merge two contacts using NPSP Contact Merge tab.

Which two issues are the likely cause of the problem?

Choose 2 answers

- A. The contacts must be in the same household to merge.
- B. The NPSP Duplicate Rule was set to Warn instead of auto-merge.
- C. The user needs to have delete access to the contacts being merged.
- D. A unique external Id was kept from the non-master contact.

**Answer: C,D**

Explanation:

(<https://trailhead.salesforce.com/en/content/learn/modules/contact-and-account-settings-in-nonprofit-success-pack/merge-duplicate-contacts-and-accounts-npsp>) When encountering errors while trying to merge contacts using the NPSP Contact Merge tab, the following issues are likely causes:

\* Delete Access to Contacts:

\* The user needs to have delete access to the contacts being merged. Without the necessary permissions, the user will not be able to complete the merge operation.

\* Ensure that the user's profile or permission set includes delete permissions on the Contact object.

\* Unique External ID:

\* If a unique external ID is retained from the non-master contact, it can cause conflicts during the merge process. The system expects unique external IDs to remain unique, and retaining an ID from a record that is being merged (and effectively deleted) can create issues.

Salesforce Nonprofit Success Pack Documentation

Salesforce Merge Contact Permissions Guide

### NEW QUESTION # 92

A development director wants to compare year over year donation information on a weekly basis for the last five years in order to see giving trends via a bar chart. The director asks the consultant if reporting snapshots would work.

What should the consultant advise about the limitations of reporting snapshots?

- A. Reporting snapshots can show data for the past three years.
- B. Reporting snapshots can run on a monthly basis.
- **C. Reporting snapshots do NOT work retroactively.**
- D. Reporting snapshots can display a line chart.

**Answer: C**

Explanation:

[https://sfd0-docs.s3-us-west-2.amazonaws.com/npsp\\_reports.pdf](https://sfd0-docs.s3-us-west-2.amazonaws.com/npsp_reports.pdf)

### NEW QUESTION # 93

A large nonprofit organization is a social enterprise that functions in many ways like a for-profit corporation. The organization does not 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. Administrative Account Model in HEDA
- **B. Household Account Model in NPSP**
- C. Individual "Bucket" Account Model in NPSP
- D. Household Account Model without NPSP
- E. Salesforce Account Model without NPSP

**Answer: B**

### NEW QUESTION # 94

A nonprofit organization is evaluating Nonprofit Cloud. Where can the organization see whether they qualify for nonprofit pricing and benefits from Salesforce?

- **A. The Power of Us Program pages**
- B. The Salesforce Commons Program pages
- C. Trailhead Academy

**Answer: A**

Explanation:

For any organization beginning its journey with Salesforce, the first critical step in the Nonprofit Implementation Strategy is

determining eligibility for discounted or donated technology. Salesforce consolidates these benefits under a specific initiative known as the Power of Us Program. The Power of Us Program pages serve as the primary portal for organizations to understand the specific legal and tax requirements needed to access the Nonprofit Cloud. According to Salesforce documentation, this program typically offers eligible nonprofits ten donated Enterprise Edition subscriptions and significant discounts on additional products, including the new Nonprofit Cloud (NPC) industry solution. <sup>2</sup> Step-by-Step Qualification and Evaluation Process:

\* **Reviewing Eligibility:** A consultant should direct the organization to the Power of Us portal to review the regional criteria. In the U.S., this usually requires 501(c)(3) status, while international organizations must provide equivalent tax-exempt documentation (such as an IRS Determination Letter or a Charity Commission record). <sup>3</sup>

\* **Trial and Application:** Organizations are encouraged to start a 30-day Nonprofit Cloud trial. <sup>4</sup> During this period, they log into the Power of Us portal using their Trailblazer ID to submit their formal application. <sup>5</sup>

\* **Verification:** Salesforce's dedicated team reviews the uploaded documentation to verify that the organization's mission aligns with the program's philanthropic goals.

\* **License Provisioning:** Once approved, the organization can view their specific "Power of Us" offers, including the "P10" (10 donated licenses) bundle. <sup>6</sup> It is important to note that while Trailhead Academy offers learning paths and Salesforce Commons focuses on community-led open-source contributions, neither handles the financial or legal qualification for licensing. The Power of Us Program is the official "front door" for the business and legal relationship between a nonprofit and Salesforce.

### NEW QUESTION # 95

A nonprofit fundraiser notices that some of the NPSP calculated donation summary fields on the Contact and Account records are displaying incorrect values when compared to the donations recorded for each donor.

What are three items the consultant should review to troubleshoot the issue?

Choose 3 answers

- A. NPSP Health Check
- B. Opportunity Stages
- C. Salesforce Optimizer report
- D. Customizable Rollups
- E. Campaign Hierarchy

**Answer: A,C,D**

### NEW QUESTION # 96

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