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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q131-Q136):

NEW QUESTION # 131

A volunteer manager at a nonprofit wants to search for volunteers with landscaping skills who are available at a given time and add them to a shift. The nonprofit is using Volunteers for Salesforce.

What should the consultant advise to meet this requirement?

- A. Click the Find Volunteers tab and fill in the Volunteer Status, Volunteer Availability, and Volunteer Skills tabs with the desired values. Click search and select an available volunteer.
- B. Create a list view on Contacts showing Volunteer Skills and Volunteer Availability. Add a filter for landscaping skills and sort the list to find volunteers who are available at the given time.

- C. Create a report with the report type of Contacts with Volunteer Hours and Volunteer Jobs. Filter the Jobs by landscaping and Volunteer Availability for the given time. Select an available volunteer.
- D. Click the the Volunteers Wizard and enter landscaping skills in the search box. Click search and filter the results by entering the desired Volunteer Availability. Select an available volunteer.

Answer: A

NEW QUESTION # 132

A consultant is setting up a governance framework as part of a nonprofit organization implementation.

Which three elements should be included in a Salesforce-recommended governance structure? Choose 3 answers

- A. Center of Excellence
- B. Agile Methodology
- C. Release Management
- D. Rules of Engagement
- E. Design Standards

Answer: A,C,D

Explanation:

A Salesforce-recommended governance structure for nonprofit organizations ensures the implementation runs smoothly and effectively. It typically includes the following elements:

Release Management: This ensures that changes are systematically planned, tested, and deployed. It involves managing how new features and updates are rolled out to avoid disruption and ensure smooth transitions.

Rules of Engagement: These define how different stakeholders will interact with the system and with each other. It includes protocols and guidelines for communication, decision-making, and responsibilities.

Center of Excellence (CoE): This is a dedicated team or a hub of experts that provides leadership, best practices, research, support, and training. A CoE helps ensure that the organization is leveraging Salesforce effectively and efficiently.

Reference:

Salesforce Nonprofit Cloud Implementation Guide

Salesforce Trailhead: Governance Framework

NEW QUESTION # 133

A nonprofit organization created a custom Opportunity name for all organization donations.

Which two considerations should the consultant discuss with the organization? Choose 2 answers

- A. The organization should only change existing Opportunities to the new naming convention by using the "Refresh Name" action.
- B. The organization should change existing Opportunities to the new naming convention through an upsert.
- C. The custom naming convention only applies to new Opportunities of matching record types; it is not retroactive.
- D. The organization should change existing Opportunities to the new naming convention by using the "Refresh All Opportunity Names" button in Bulk Data Processes.

Answer: A,D

Explanation:

When a nonprofit organization creates a custom Opportunity name for all organization donations, the consultant should discuss the following considerations:

* Using the "Refresh Name" Action (B):

* The organization should use the "Refresh Name" action to change existing Opportunities to the new naming convention. This action ensures that the custom naming convention is applied correctly.

* Navigate to the Opportunity record.

* Click on the "Refresh Name" button to update the Opportunity name according to the new naming convention.

* Using the "Refresh All Opportunity Names" Button in Bulk Data Processes (C):

* For bulk updates, the organization should use the "Refresh All Opportunity Names" button available in Bulk Data Processes.

* Go to NPSP Settings.

* Under Bulk Data Processes, find the "Refresh All Opportunity Names" button.

* Click on it to update all existing Opportunities to the new naming convention in bulk.

These methods ensure that the custom naming convention is applied consistently across all existing Opportunity records, maintaining

data integrity and consistency within the Salesforce org.

NEW QUESTION # 134

A consultant is importing a number of new individual gifts from a recent fundraising event for a non-profit that is using NPSP. It is very important that donors receive credit for these new donations. Where is the automatic Opportunity Contact Role hard credit value configured for this scenario?

- A. Affiliation record
- B. Relationship record
- C. NPSP Settings
- D. Opportunity Settings

Answer: C

Explanation:

To ensure that donors receive credit for new donations, the automatic Opportunity Contact Role hard credit value should be configured in NPSP Settings. Here's how to do it:

- * Navigate to NPSP Settings:
- * Go to the App Launcher and search for "NPSP Settings".
- * Access Donations Settings:
- * Under NPSP Settings, select "Donations".
- * Click on "Opportunity Contact Roles".
- * Configure Default Contact Role:
- * Set the default Contact Role for Opportunities to ensure that the primary donor is automatically assigned the correct role.
- * This role typically is "Primary Donor" or "Donor".
- * Verify and Save:
- * Ensure that the configuration is correct and save the changes.

This setup ensures that when new donations are imported or entered, the primary donor receives the appropriate hard credit automatically, maintaining accurate donor credit records.

Salesforce NPSP Documentation: Opportunity Contact Roles

Salesforce Trailhead: Manage Donations in NPSP

NEW QUESTION # 135

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 a GAU record for the designated fun.
- B. Create a GAU Allocation 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 an Opportunity record type, called "Funds" and then create an Opportunity record for the designated fund.

Answer: B

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)

Salesforce Trailhead: Manage General Accounting Units (GAUs)

NEW QUESTION # 136

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