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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q163-Q168):

NEW QUESTION # 163

A nonprofit client wants to connect directly to other nonprofits using Salesforce who have a very similar business use case. Which resource is designed for this purpose?

- A. Salesforce.org website
- B. Trailblazer Community User Group
- C. Power of Us Hub Solution Exchange
- D. AppExchange

Answer: C

Explanation:

The Power of Us Hub Solution Exchange is designed for nonprofit organizations using Salesforce to connect directly with other nonprofits that have similar business use cases. Here's how to utilize this resource:

Access the Power of Us Hub:

Navigate to the Power of Us Hub (<https://powerofus.force.com>).

Log in using your Salesforce credentials.

Explore the Solution Exchange:

Go to the "Solution Exchange" section within the Hub.

Browse through various solutions, discussions, and best practices shared by other nonprofits.

Connect with Similar Nonprofits:

Use the search and filter features to find nonprofits with similar use cases.

Participate in discussions, ask questions, and share your experiences.

Utilize Shared Resources:

Access shared resources, templates, and configurations that have been successful for other organizations.

Apply relevant solutions and best practices to your own organization's use case.

The Power of Us Hub Solution Exchange is a valuable resource for collaboration and learning from the experiences of other nonprofits using Salesforce.

"Power of Us Hub Overview" from Salesforce.org: Power of Us Hub

"Using the Solution Exchange" from Salesforce Help: Solution Exchange

NEW QUESTION # 164

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

Which two issues are the likely cause of the problem?

Choose 2 answers

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

Answer: A,C

Explanation:

(<https://trailhead.salesforce.com/en/content/learn/modules/contact-and-account-settings-in-nonprofit-success-pack/merge-duplicate-contacts-and-accounts-nps>) When encountering errors while trying to merge contacts using the NPS 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 # 165

A data administrator at a small nonprofit has 3 profile that allows them to Read, Create, Edit, and Delete on all objects. The staff member receives an error when attempting to merge three duplicate contacts.

What should the consultant recommend to resolve this issue?

- A. Make the staff member a system admin.
- B. Tell the staff member to merge Contacts from the View Duplicates component.
- C. Create a Permission Set with Modify All on Contacts and Accounts and assign it to the staff member.
- D. Tell the staff member to select only two instead of three contacts when using Contact Merge.

Answer: C

Explanation:

<https://powerofus.force.com/s/article/NPS-Merging-Contacts>

When a staff member receives an error while attempting to merge duplicate contacts, it is often due to insufficient permissions.

Creating a Permission Set with "Modify All" on Contacts and Accounts and assigning it to the staff member will grant the necessary permissions to perform merges. This Permission Set will override the default profile permissions and provide the required access to manage and merge contacts.

Steps:

Go to Setup > Permission Sets.

Click "New" to create a new Permission Set.

Name the Permission Set appropriately (e.g., "Contact Merge Permissions").

In the Permission Set, navigate to Object Settings.

Select Contacts and Accounts.

Check the "Modify All" checkbox for both objects.

Save the Permission Set.

Assign the Permission Set to the staff member by navigating to the user's profile and adding the Permission Set.

CertGod Nonprofit Cloud Consultant Guide: Discusses the importance of appropriate permissions for merging records.

Salesforce Documentation on Permission Sets: Details the steps for creating and assigning Permission Sets.

NEW QUESTION # 166

A nonprofit organization is retiring its legacy donor, donation, and payment processing systems. The organization wants to load 45,000 records into Salesforce from a single flat file. Which tool should be used to create all of the records at once?

- A. Import Wizard
- B. ETL Tool
- C. Data Loader
- D. NPSP Data Import

Answer: C

Explanation:

To load 45,000 records into Salesforce from a single flat file:

Data Loader: This tool is designed for bulk data import and export, handling large volumes of records efficiently. It supports complex data mappings and transformations required for importing donor, donation, and payment processing records.

Large Volume Handling: Data Loader can process up to millions of records, making it suitable for the task at hand.

Using Data Loader ensures that the records are imported accurately and efficiently, with the ability to handle data transformations as needed.

Salesforce Data Loader Documentation

Salesforce Trailhead: Data Management Tools

NEW QUESTION # 167

A donor donates \$500 to a nonprofit that is matched by his employer. How are the hard credits and soft credits listed in NPSP?

- A. The donor has a hard credit of \$500, the employer has a hard credit of \$500, and there are no soft credits
- B. The donor has a soft credit of \$500 and the employer has a hard credit of \$500
- C. The donor has a hard credit of \$500 and the employer has a soft credit of \$500
- D. The donor has a hard credit of \$500 and a soft credit of \$500, and the employer has a hard credit of \$500

Answer: B

Explanation:

In the Nonprofit Success Pack (NPSP), donations can be credited in two ways: hard credits and soft credits. Hard credits reflect direct donations, while soft credits are used to acknowledge indirect contributions, such as when a donor's employer matches a donation.

Hard Credits:

Hard credits represent the actual donor who made the donation.

In this scenario, the employer who matches the donation will receive a hard credit for the matched amount.

Soft Credits:

Soft credits are used to recognize individuals or entities who influenced or facilitated the donation but are not the direct donors.

The donor will receive a soft credit for the amount matched by their employer.

Scenario Application:

The donor made a donation of \$500. This is a hard credit for the donor.

The employer matches this donation with another \$500. The employer receives a hard credit for this matched amount.

The donor is acknowledged for facilitating the matched gift, thus receiving a soft credit of \$500.

Implementation in NPSP:

To implement this, configure the Opportunity Contact Role to automatically assign soft credits to related contacts, such as employers matching donations.

Use the NPSP Settings to ensure that soft credit roles are correctly assigned and tracked.

CertGod Nonprofit Cloud Consultant study guide: "The donor has a soft credit of \$500 and the employer has a hard credit of \$500".

NEW QUESTION # 168

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