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## **Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q14-Q19):**

### **NEW QUESTION # 14**

A nonprofit plans to use the Program Management Module (PMM) to manage its service delivery. Case managers must be able to create and edit service delivery records.

How can the consultant change the configuration to meet this requirement?

- A. Role Hierarchy
- B. Sharing Rules
- C. License Type
- D. **Permission Sets**

### **Answer: D**

Explanation:

[https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonprofit-programs-with-salesforce?trail\\_id=manage-programs-with-nonprofit-cloud](https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonprofit-programs-with-salesforce?trail_id=manage-programs-with-nonprofit-cloud)

### **NEW QUESTION # 15**

What does a consultant need to enable and deploy before using Advanced Mapping in NPSP?

- A. Delegated Administration
- B. Custom triggers
- C. **Customizable Rollups**
- D. My Domain

### **Answer: C**

Explanation:

Advanced Mapping is the powerful engine behind NPSP Gift Entry and the NPSP Data Importer. It allows consultants to map fields from a staging record to multiple objects (Account, Contact, Opportunity, etc.) simultaneously.

However, Advanced Mapping is architecturally dependent on the newer NPSP framework components.

Specifically, Salesforce documentation states that Customizable Rollups must be enabled and deployed before Advanced Mapping can be activated.

Step-by-Step Dependency Logic:

\* Modernization: Customizable Rollups replaced the legacy "Legacy Rollups" and provide a more flexible way to calculate donor totals.

\* Infrastructure: Both Customizable Rollups and Advanced Mapping utilize a shared set of underlying NPSP code resources. Enabling Customizable Rollups updates the database schema and triggers the necessary background processes that Advanced Mapping requires to function.

\* Enabling Advanced Mapping: Once Customizable Rollups are active, the consultant can go to NPSP Settings > Bulk Data Processes > Advanced Mapping and toggle the feature on. The system will then perform a "deployment" of the mapping logic. My Domain (Option C) is a general Salesforce requirement for Lightning components but is not the specific functional prerequisite for this NPSP feature. Custom Triggers (Option A) and Delegated Administration (Option B) are unrelated to the internal NPSP mapping engine dependencies.

### **NEW QUESTION # 16**

A nonprofit wants to use Customizable Rollups in its NPSP org.

What should the consultant advise?

- A. Existing User Defined Rollups need to be re-created as Customizable Rollups.

- B. After Customizable Rollups are enabled, it is irreversible.
- C. Customizable Rollups can only be used in orgs using the Household Account model.
- D. Advanced Currency Management is unsupported by Customizable Rollups.

**Answer: B**

Explanation:

Customizable Rollups in NPSP provide a flexible way to manage rollup calculations for donations and other records. However, once Customizable Rollups are enabled, the action is irreversible. This means you cannot revert to the standard rollup settings after enabling Customizable Rollups.

Steps to Enable:

- \* Enable Customizable Rollups:
- \* Navigate to NPSP Settings -> Donations -> Customizable Rollups.
- \* Enable the Customizable Rollups feature.
- \* Configure Rollups:
- \* Set up the necessary rollup rules and configurations to match the nonprofit's data tracking and reporting needs.

References:

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Configure Customizable Rollups in NPSP

**NEW QUESTION # 17**

A consultant is upgrading a non-profit client from version 2 of NPSP to version 3. Which action should the consultant take before running the NPSP Installer?

- A. Delete all fields labelled Deprecated.
- B. Upgrade the Recurring Donations package by itself
- C. Delete the custom Households object.
- D. Run NPSP Health Check.

**Answer: B**

**NEW QUESTION # 18**

A nonprofit organization wants to automatically generate an Opportunity whenever a Lead is converted.

What should the consultant do to meet this requirement?

- A. Write a trigger that automatically generates an Opportunity on Lead conversion.
- B. Create a process using Process Builder that will automatically create an Opportunity on Lead Conversion.
- C. Install a third-party app from the AppExchange that converts leads to any other object.
- D. Select the "Create an Opportunity on Lead Convert" checkbox in NPSP Settings.

**Answer: D**

Explanation:

To automatically generate an Opportunity whenever a Lead is converted in NPSP, the consultant should enable the "Create an Opportunity on Lead Convert" option in the NPSP Settings. This option ensures that an Opportunity is automatically created as part of the lead conversion process.

Navigate to NPSP Settings:

Go to the App Launcher, search for "NPSP Settings", and select it.

Enable Lead Conversion Setting:

In NPSP Settings, expand the "Leads" section.

Find the "Lead Conversion" settings.

Check the box for "Create an Opportunity on Lead Convert".

Save the settings.

This configuration streamlines the process, ensuring that Opportunities are consistently created during lead conversion, without requiring additional custom code or third-party applications.

Reference:

CertGod Nonprofit Cloud Consultant Guide:

## NEW QUESTION # 19

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