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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q221-Q226):

NEW QUESTION # 221

A nonprofit trade association sells research papers, certifications, and other products online to its existing members who are primarily universities and companies.

What should a consultant recommend to sell these items?

- A. Salesforce Experience Cloud
- B. Salesforce Billing
- C. Salesforce B2B Commerce
- D. Salesforce B2C Commerce

Answer: C

Explanation:

For a nonprofit trade association that sells research papers, certifications, and other products online to its existing members who are primarily universities and companies, Salesforce B2B Commerce is the most suitable solution:

Salesforce B2B Commerce:

Salesforce B2B Commerce is designed for business-to-business transactions, making it ideal for organizations that sell products and services to other businesses, such as universities and companies.

It provides features for managing complex pricing, bulk orders, and accounts, which are essential for a trade association dealing with institutional members.

Features and Benefits:

B2B Commerce offers personalized buying experiences, self-service portals for customers, and streamlined order management processes.

It integrates seamlessly with Salesforce CRM, allowing the nonprofit to manage member relationships, sales, and order histories within a single platform.

Salesforce B2B Commerce Documentation

Salesforce Trailhead: Salesforce B2B Commerce Basics

NEW QUESTION # 222

A nonprofit receives a check that includes donations from several donors for a specific program the nonprofit runs.

Which two features should a consultant configure to track this gift?

Choose 2 answers

- A. Recurring Donations
- B. Multiple Payments
- C. Partial Soft Credits
- D. GAU Allocations

Answer: C,D

Explanation:

To track a check that includes donations from several donors for a specific program, the consultant should configure GAU Allocations and Partial Soft Credits in NPSP. Here's why:

GAU Allocations:

General Accounting Unit (GAU) Allocations are used to track how donations are allocated across different programs or funds.

This feature allows the nonprofit to specify which portion of the check is designated for the specific program, providing clear tracking and reporting.

Partial Soft Credits:

Partial Soft Credits can be used to attribute portions of a single donation to multiple donors.

This feature allows the nonprofit to recognize each donor for their contribution while keeping the accounting of the total donation

intact.

Salesforce NPSP Documentation on GAU Allocations

Salesforce NPSP Documentation on Soft Credits

NEW QUESTION # 223

A nonprofit admin notices that case managers are failing to gather required information when qualifying new beneficiaries for its programs.

Which Salesforce automation tool should the nonprofit use to collect the correct data?

- A. Salesforce Flow
- B. Approval Process
- C. Workflow
- D. Process Builder

Answer: A

Explanation:

To ensure that case managers gather all required information when qualifying new beneficiaries, Salesforce Flow is the most effective automation tool:

Create a Flow:

In Salesforce Setup, navigate to "Flow Builder" and create a new Flow.

Choose a "Screen Flow" to guide users through the data entry process.

Design the Flow:

Add screens to the Flow that contain fields for all the required information. Use validation rules to ensure required fields are completed before proceeding to the next screen.

Use logic elements like decisions and assignments to handle conditional data collection based on previous inputs.

Deploy the Flow:

Embed the Flow on the Lightning Record Page for case managers to use when qualifying new beneficiaries.

Ensure the Flow is easily accessible and part of the standard workflow for case managers.

Training and Support:

Provide training for case managers on how to use the Flow.

Monitor usage and collect feedback to make any necessary adjustments.

Salesforce Flow provides a guided, interactive way to ensure all required information is collected consistently.

Salesforce Documentation: Flow Builder Guide

Trailhead Module: Automate Your Business Processes with Lightning Flow

NEW QUESTION # 224

A nonprofit wants to send messages to Contacts stored in NPSP based on their connections to the nonprofit's corporate funders.

Which object should be connected with Contacts in a report type to meet this requirement?

- A. Opportunities
- B. Accounts
- C. Relationships
- D. Affiliations

Answer: D

Explanation:

To send messages to Contacts stored in the Nonprofit Success Pack (NPSP) based on their connections to the nonprofit's corporate funders, use the Affiliations object. Here's how to set it up:

Understand Affiliations:

Affiliations in NPSP track the relationships between Contacts and Accounts. They can indicate if a Contact is associated with a corporate funder.

Set Up Affiliations:

Ensure that all Contacts have their Affiliation records properly set up, linking them to the appropriate corporate funder Accounts.

Create a Custom Report Type:

Navigate to Setup > Report Types.

Create a new custom report type with Affiliations as the primary object and Contacts as a related object.

Build the Report:

Go to the Reports tab and click "New Report."

Select the custom report type you created.

Add fields such as Contact Name, Affiliated Account Name, and any other relevant information.

Filter the report to include only those Contacts who have affiliations with corporate funders.

Send Messages:

Use the report to create a Campaign or a mailing list.

Use Salesforce or an integrated email platform to send targeted messages to the Contacts based on their corporate affiliations.

Salesforce Nonprofit Success Pack Documentation: Detailed instructions on managing Affiliations in NPSP. NPSP Documentation.

These steps and references ensure that the nonprofit can effectively use Salesforce to meet its operational requirements while maintaining best practices and leveraging the capabilities of the Nonprofit Cloud.

NEW QUESTION # 225

A nonprofit organization has a new system administrator who has just taken over managing its existing Salesforce organization and wants to know which data maintenance practices should be used.

Which two data hygiene practices should a consultant recommend? Choose 2 answers

- A. Delete all past activities.
- **B. Organize reports into appropriate folders.**
- C. Create a new custom object to store legacy data.
- **D. Run Health Check.**

Answer: B,D

Explanation:

To ensure data hygiene and maintenance in Salesforce, it's essential to follow best practices that help in keeping the data clean and organized. Here are the detailed steps:

Organize Reports into Appropriate Folders:

Navigate to the Reports tab.

Create folders for different types of reports (e.g., Fundraising, Program Management).

Move existing reports into these folders for better organization.

Run Health Check:

Navigate to Setup.

In the Quick Find box, type "Health Check".

Run the Health Check to evaluate your org's security settings against Salesforce security baseline.

Review the findings and follow the recommendations to improve data security and compliance.

"Organize Reports and Dashboards" from Salesforce Help: Organize Reports

"Salesforce Health Check" from Salesforce Help: Health Check

NEW QUESTION # 226

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