

# Salesforce Nonprofit-Cloud-Consultant Free Exam Dumps, Nonprofit-Cloud-Consultant Online Lab Simulation



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Salesforce Nonprofit-Cloud-Consultant certification is highly regarded within the nonprofit sector. By earning this certification, candidates can demonstrate their expertise and commitment to helping nonprofit organizations achieve their mission. Salesforce Certified Nonprofit Cloud Consultant Exam certification is also a valuable asset for those working in nonprofit consulting, as it indicates a deep understanding of the unique challenges and opportunities facing nonprofit organizations.

Salesforce Nonprofit-Cloud-Consultant Exam is designed for professionals who want to demonstrate their expertise in Salesforce's Nonprofit Cloud solution. Nonprofit-Cloud-Consultant exam covers a wide range of topics, including fundraising, donor management, grant management, and program management. Nonprofit-Cloud-Consultant exam is intended for individuals who have experience working with nonprofits and have a solid understanding of the unique challenges and opportunities that they face.

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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q174-Q179):

### NEW QUESTION # 174

A large nonprofit has chapters in multiple locations that want to operate under one central brand. The nonprofit wants the ability to

customize user roles, processes, and messaging unique to each location.

Which two Salesforce tools include the ability to segment data and functionality using business units?

Choose 2 answers

- A. Pardot
- B. Digital Engagement
- C. Marketing Cloud
- D. Datorama

**Answer: C,D**

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/audience-segmentation/learn-about-segmentation-tools>

### NEW QUESTION # 175

Salesforce recommends using V2MOM with customers in the requirements-gathering phase of a project.

What is the desired outcome?

- A. Organizational alignment
- B. Customer adoption
- C. Data security
- D. Executive sponsorship

**Answer: A**

Explanation:

Salesforce recommends using V2MOM (Vision, Values, Methods, Obstacles, and Measures) with customers in the requirements-gathering phase of a project to achieve organizational alignment. Here's how V2MOM helps:

\* Vision:

\* Define what you want to achieve. This provides a clear direction for the project.

\* Values:

\* Identify what is important about the vision and why it matters. This aligns the project goals with the organization's core values.

\* Methods:

\* Outline the steps to achieve the vision. This ensures everyone understands the approach and processes to be followed.

\* Obstacles:

\* Recognize potential challenges and how to address them. This prepares the team to handle issues proactively.

\* Measures:

\* Determine how success will be measured. This provides clear criteria for evaluating progress and outcomes.

Using V2MOM ensures that all stakeholders are aligned with the project's goals, values, methods, challenges, and success metrics, fostering a unified approach to project execution.

Salesforce V2MOM Framework: Marc Benioff's V2MOM

Salesforce Trailhead: Define Your Vision with V2MOM

### NEW QUESTION # 176

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

What should the consultant advise?

- A. Advanced Currency Management is unsupported by Customizable Rollups.
- B. Customizable Rollups can only be used in orgs using the Household Account model.
- C. After Customizable Rollups are enabled, it is irreversible.
- D. Existing User Defined Rollups need to be re-created as Customizable Rollups.

**Answer: C**

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.

Reference:

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Configure Customizable Rollups in NPSP

### NEW QUESTION # 177

A nonprofit is implementing Accounting Subledger and wants to know how the data from Salesforce would be transferred to its accounting system

Which three methods are possible?

Choose 3 answers

- A. Configure Salesforce Connect to integrate with the accounting system.
- **B. Integrate Salesforce with the accounting system using middleware.**
- **C. Export data via Salesforce reports to upload to the accounting system.**
- D. Schedule a Data Export from Salesforce.
- **E. Develop a custom integration solution.**

**Answer: B,C,E**

Explanation:

To transfer data from Salesforce to an accounting system using Accounting Subledger, nonprofits can use several methods. Here are three possible methods:

\* Integrate Salesforce with the Accounting System Using Middleware:

\* Middleware can act as a bridge between Salesforce and the accounting system, facilitating data transfer.

\* Tools like MuleSoft, Jitterbit, or Dell Boomi can be used to create integrations that sync data between Salesforce and the accounting system.

\* This method ensures real-time or near-real-time data synchronization, reducing manual data handling.

\* Export Data via Salesforce Reports to Upload to the Accounting System:

\* Salesforce allows the creation of detailed reports which can be exported in various formats (e.g., CSV, Excel).

\* These reports can be manually uploaded to the accounting system.

\* This method is suitable for organizations with fewer transactions or where real-time integration is not critical.

\* Develop a Custom Integration Solution:

\* For organizations with specific needs that are not met by standard middleware solutions, a custom integration can be developed.

\* This involves using Salesforce APIs (REST or SOAP) to programmatically extract data from Salesforce and load it into the accounting system.

\* Custom integrations provide flexibility but require more technical expertise and maintenance.

Salesforce Integration Patterns and Best Practices: Salesforce Integration Guide.

Salesforce Reporting and Exporting: Salesforce Reporting.

### NEW QUESTION # 178

A consultant is engaged by a nonprofit organization during the planning phase of a Nonprofit Cloud implementation project. What should the consultant consider when identifying the business value of the project?

- **A. The organization's stakeholders define the business value, but the consultant should have a plan to measure it.**
- B. Increased fundraising performance cannot be considered because there is no guarantee that donations will increase.
- C. A change in the project schedule will not impact the business value, but a change in the project cost will.

**Answer: A**

Explanation:

In the Nonprofit Implementation Strategy phase, defining "Business Value" is critical for securing executive buy-in and ensuring the project delivers meaningful results. Unlike a simple technical installation, a successful implementation must align with the nonprofit's mission-driven goals.

The principle here is that Business Value is subjective and must be defined by the stakeholders (the Executive Director, Board of Directors, Program Managers, etc.). They are the ones who understand what

"success" looks like for their specific mission-whether that is reducing the time it takes to onboard a foster child, increasing the retention rate of first-time donors, or improving the accuracy of grant reporting.

The Consultant's Role:

\* Discovery: The consultant conducts workshops to extract these goals from the stakeholders.

\* Measurement Planning: Once the value is defined (e.g., "We want to save staff time"), the consultant must establish a plan to measure it. This involves identifying Key Performance Indicators (KPIs) and creating a "before and after" baseline. For instance, if the value is "Efficiency," the consultant might track the hours spent on manual data entry before NPC vs. after the automation is implemented.

\* Dashboards and Reporting: The consultant configures Salesforce Dashboards to surface these metrics, providing the organization with a real-time view of the business value being realized.

Why other options are incorrect:

\* Option A is incorrect because "Expected Business Value" often includes performance forecasts. While not "guaranteed," it is a perfectly valid target to aim for.

\* Option B is incorrect because the project schedule directly impacts business value. If a project is delayed (e.g., missing a major year-end giving season), the value lost in potential donations can be immense, regardless of the software cost.

## NEW QUESTION # 179

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