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## Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q230-Q235):

### NEW QUESTION # 230

A nonprofit is getting ready to go live with its Nonprofit Cloud implementation.

Which two sandbox configuration options can the consultant create to ensure effective user acceptance testing and training?  
Choose 2 answers

- A. Developer Pro Sandbox
- B. Developer Sandbox
- C. Partial Data Sandbox
- D. Full Data Sandbox

**Answer: C,D**

Explanation:

To ensure effective user acceptance testing and training before going live with its Nonprofit Cloud implementation, a nonprofit can use the following sandbox configuration options:

**Partial Data Sandbox:**

This sandbox type includes a subset of the production data, which is useful for testing with realistic data without the need for a full copy of the production environment. It provides a balance between data availability and cost.

**Full Data Sandbox:**

This sandbox is a complete copy of the production environment, including all data and metadata. It is ideal for thorough testing and training, as it replicates the production environment exactly. This ensures that users are trained on an environment that mirrors the live system.

### NEW QUESTION # 231

A consultant set up and successfully tested an integration between the source system and a sandbox environment of Salesforce. When the integration was switched to the production environment of Salesforce, the consultant encountered API call limit errors. What is the likely explanation for this?

- **A. The API call limits were different for sandbox and production environments.**
- B. The incorrect sandbox environment was used for testing.
- C. The triggers associated with NPSP were disabled in the sandbox environment.
- D. Testing of the integration in the sandbox environment was insufficient.

**Answer: A**

**Explanation:**

When the consultant encounters API call limit errors after switching the integration from a sandbox to a production environment, the likely explanation is:

**Different API Call Limits for Sandbox and Production Environments:**

Salesforce environments have different API call limits based on the type of environment and the organization's Salesforce edition. Sandbox environments often have higher API call limits for testing purposes, while production environments have stricter limits to ensure performance and reliability.

### NEW QUESTION # 232

A nonprofit organization on NPSP needs to be able to track the high school a student attended and track the enrollment of the student at college.

How should the consultant recommend tracking this?

- **A. Use NPSP Affiliations objects to connect the Contact to the Account for their high school and college, use the Status field there to indicate if they are currently enrolled or are former students there.**
- B. Install the Salesforce.org Higher Education Data Architecture (HEDA) managed package and use Affiliations.
- C. Turn on Field History Tracking for the Account lookup field on the Contact record, use the Account lookup to indicate where they are currently enrolled and change it as they move on.
- D. Set up a Campaign for each high school and college and use Campaign Members to connect the Contact to the Campaign. Change the values in Campaign Member Status from Sent/Responded to Current/Former.

**Answer: A**

**Explanation:**

To track the high school a student attended and their college enrollment, the consultant should recommend using the NPSP Affiliations objects:

**NPSP Affiliations:** This object is designed to connect Contacts to Accounts representing institutions like high schools and colleges.

**Status Field:** Use the Status field within the Affiliations object to indicate if the student is currently enrolled or a former student.

This approach allows the nonprofit to maintain a detailed history of the student's educational journey and easily track changes in their enrollment status.

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Affiliations and Relationships in NPSP

### NEW QUESTION # 233

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

**Answer: B**

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) To allow case managers to create and edit service delivery records in the Program Management Module (PMM), you should assign the appropriate permissions through Permission Sets. Permission Sets provide a way to grant specific permissions to users without changing their profiles, making it easier to manage access to certain functionalities.

Steps:

Create a Permission Set:

Navigate to Setup -> Permission Sets.

Click "New" to create a new permission set.

Grant Permissions:

In the new permission set, go to Object Settings.

Find and select "Service Deliveries."

Grant "Create" and "Edit" permissions.

Assign the Permission Set:

Assign the newly created permission set to the case managers who need access to create and edit service delivery records.

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Permission Sets

#### **NEW QUESTION # 234**

A nonprofit organization uses a vendor for direct mail, and receives a monthly spreadsheet from it with donor information, donation amounts, and the solicitation campaign that the donation was in response to.

How can this information be entered and de-duplicated against existing individuals in the Nonprofit Success Pack (NPSP)?

- A. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Recurring Donations.
- B. Use the Salesforce Import Wizard to upload the spreadsheet and then de-duplicate records using the NPSP Contact Merge tool.
- C. Use the Salesforce Data Loader to upload the spreadsheet and then manually check for duplicates and use the NPSP Contact Merge tool to de-duplicate records.
- **D. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Campaigns.**

**Answer: D**

Explanation:

To efficiently enter and de-duplicate donor information received from a vendor's monthly spreadsheet, the NPSP Data Importer is the recommended tool. This tool helps in importing data and associating individuals with Opportunities and Campaigns while handling deduplication. Here's how to do it:

Prepare the Spreadsheet:

Ensure the spreadsheet contains columns for donor information, donation amounts, and solicitation campaign details.

Access NPSP Data Importer:

Go to the App Launcher.

Search for and open "NPSP Data Importer".

Configure the Data Importer:

Map the columns in your spreadsheet to the corresponding fields in Salesforce, such as Contact, Opportunity, and Campaign fields.

Ensure the NPSP Data Importer settings are configured to check for duplicates based on criteria like email or name.

Upload the Spreadsheet:

Upload the prepared spreadsheet to the NPSP Data Importer.

Review and confirm the data mapping.

Run the Import:

Run the import process.

The Data Importer will create new records and update existing ones, associating Opportunities with Contacts and linking them to the appropriate Campaigns.

Verify and Clean Up:

Use the NPSP Contact Merge tool to handle any potential duplicates that might have been missed.

Verify that all data has been imported correctly.

"NPSP Data Importer" from Salesforce Help: NPSP Data Importer

"Managing Duplicates with NPSP" from Salesforce.org: Managing Duplicates

## NEW QUESTION # 235

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