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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q35-Q40):

NEW QUESTION # 35

A nonprofit needs to frequently import membership renewal and donation data. Each import needs a different configuration that will create or update existing Contacts in addition to creating Opportunities. Which tool should the consultant recommend?

- A. NPSP Batch Data Import
- B. Salesforce Data Loader
- C. NPSP Data Importer

- D. Salesforce Import Wizard

Answer: A

Explanation:

The NPSP Data Importer (Option D) is the underlying engine, but the requirement for "frequent imports" with "different configurations" specifically points to the NPSP Batch Data Import (A) feature.

Why NPSP Batch Data Import is the correct recommendation:

* Saved Configurations: In NPSP, a "Batch" is a record that stores specific configuration settings. A consultant can create one Batch for "Membership Renewals" and another for "General Donations." Each batch can have different matching rules (e.g., match by Email for memberships vs. match by External ID for donations).

* Multi-Object Creation: Like the standard importer, it creates or updates Contacts and Accounts while simultaneously creating the Opportunity and Payment records in a single step.

* Efficiency: For "frequent" work, a user doesn't have to re-map fields every time. They simply select the appropriate Batch, upload the CSV, and the system uses the pre-saved mapping and logic associated with that batch.

* Dry Run: It allows for a "Dry Run" on the specific batch to ensure the data is clean before it is committed to the database.

Why other options are incorrect:

* Data Loader (Option C): This would require multiple imports (Contacts first, then Opportunities) and does not support the automated "Match or Create" logic of NPSP.

* Import Wizard (Option B): This is a standard tool that cannot handle the complex NPSP multi-object relationship logic in a single pass.

* NPSP Data Importer (Option D): While technically the engine, the "Batch" feature is what provides the ability to store different configurations for frequent use.

NEW QUESTION # 36

The executive director at a nonprofit organization wants to have a report to see how much each board member has raised by either direct gifts or gifts they helped to influence for this fiscal year. There is a custom checkbox field on the Contact record to indicate board members.

How should the consultant create this report?

- A. Use the Opportunities report type. Add a cross filter for Contacts with Board Member = TRUE. Summarize the Total Gifts this Year and Soft Credits this Year fields.
- B. Use the Contacts & Accounts report type. Add a field filter for Board Member = TRUE. Add a cross filter for Opportunities with Soft Credits. Group results by Giving Totals.
- C. Use the Opportunities report type. Add a field filter for Contacts with Board Member = TRUE. Group results by the Total Gifts this Year and Soft Credits this Year fields.
- **D. Use the Contacts & Accounts report type. Add a field filter for Board Member = TRUE. Include the Total Gifts this Year and Soft Credits this Year fields.**

Answer: D

NEW QUESTION # 37

A nonprofit organization is using Salesforce with the NPSP pre-installed. The nonprofit organization wants to give prospective volunteers a way to fill out their volunteer application online. How should this be accomplished?

- A. Create a web-to-case form in Salesforce with the fields needed to capture the information asked for on the form.
- B. Create a Chatter Group for prospective volunteers, assign them a Chatter Free license, and have users complete the form.
- **C. Set up the Volunteers for Salesforce Volunteer Signup Form on the nonprofit's website.**
- D. Set up the Volunteers for Salesforce Site Contact Information Site on the nonprofit's website.

Answer: C

Explanation:

To allow prospective volunteers to fill out their volunteer application online:

* Set up the Volunteers for Salesforce Volunteer Signup Form: This form can be embedded on the nonprofit's website, allowing prospective volunteers to submit their information directly into Salesforce.

This approach leverages the existing Volunteers for Salesforce functionality, making it easy to capture and manage volunteer applications.

References:

NEW QUESTION # 38

A consultant is about to begin a data project with a nonprofit to clean up Opportunity data.

Which opportunity data situation requires a consultant to temporarily disable NPSP Triggers for performance reasons?

- A. Uploading 600,000 new Organization Accounts without addresses
- **B. Uploading 1 million new Contact records**
- C. Uploading 400,000 new records to a custom object
- D. Uploading 100,000 new Task records

Answer: B

Explanation:

When a consultant is about to begin a data project with a nonprofit to clean up Opportunity data and needs to temporarily disable NPSP Triggers for performance reasons, it is typically necessary when uploading a large volume of records, such as 1 million new Contact records.

Steps:

- * Log in to Salesforce: Access the Salesforce org with NPSP installed.
- * Navigate to NPSP Settings: Go to the App Launcher, search for "NPSP Settings", and select it.
- * Disable Triggers:
 - * In the NPSP Settings, expand "Bulk Data Processes" and then "TDTM".
 - * Find the specific triggers related to the data being uploaded.
 - * Disable the relevant triggers by unchecking the "Active" checkbox.
 - * Save the changes.
- * Perform Data Upload:
 - * Use a data loader or similar tool to upload the 1 million Contact records.
 - * Ensure data integrity and verify successful upload.
- * Re-enable Triggers:
 - * After the data upload is complete, go back to the NPSP Settings.
 - * Re-enable the previously disabled triggers by checking the "Active" checkbox.
 - * Save the changes.
- * Verify and Test: Confirm that the triggers are working correctly and that the data has been uploaded properly.

References:

CertGod Nonprofit Cloud Consultant Guide

NEW QUESTION # 39

A nonprofit organization wants to summarize donor activity related to Campaigns. Which object stores rollup fields that relate to the Campaigns?

- **A. Outreach Summary**
- B. Gift Designation
- C. Donor Gift Summary

Answer: A

Explanation:

In the Nonprofit Cloud Fundraising data model (specifically API v59.0 and later), Salesforce introduced the Outreach Summary object to provide deep insights into the performance of marketing and solicitation efforts.

While the standard Campaign object in Salesforce tracks basic metrics like "Total Value Won Opportunities," the Outreach Summary in NPC is designed for the high-volume needs of nonprofits. It stores specialized rollup fields that provide a granular view of how a specific campaign or "Outreach Source Code" is performing.

Standard Rollup Fields in Outreach Summary:

- * GiftCount: The total number of gifts received in response to the campaign.
- * DonorCount: The number of unique donors who gave.
- * TotalGiftAmount: The sum of all gift amounts.
- * AverageGiftAmount: Automatically calculated to show donor value.
- * TotalRecurringGiftAmount: Specifically tracks the success of sustaining giving appeals.

Implementation Logic:

* Calculation: These fields are not updated by standard Apex triggers in real-time. Instead, they are populated using the Data Processing Engine (DPE).

* Scheduling: A consultant schedules the "Outreach Summary" DPE job to run (e.g., nightly).

* Visibility: The results are written back to the Outreach Summary record, which is linked to the Campaign. This allows the fundraising team to see the true ROI of their outreach without the performance overhead of real-time calculations.

Why other options are incorrect:

* Donor Gift Summary (Option A): This object rolls up data at the Donor/Person Account level (e.g., "John Doe's lifetime giving"), not at the Campaign level.

* Gift Designation (Option B): This object tracks the "Fund" or "Purpose" (e.g., "General Fund"), and while it can have rollups, it doesn't represent the "Campaign" or "Outreach" performance.

NEW QUESTION # 40

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