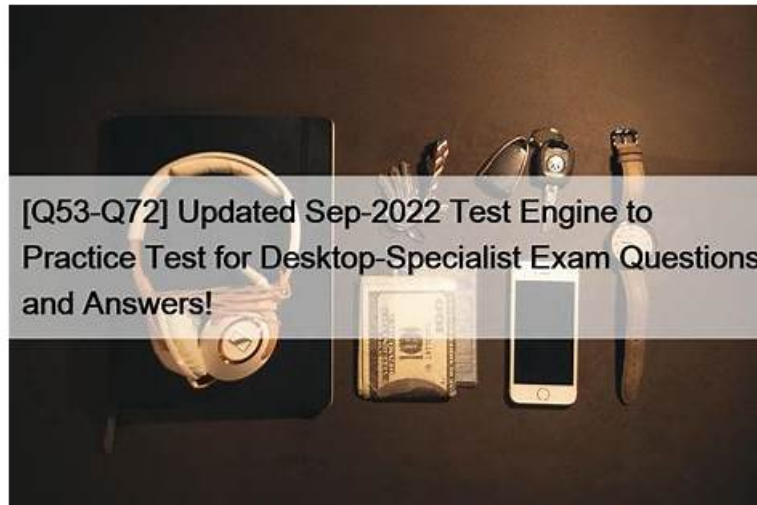


# NP-Con-101 Reliable Exam Tips, Latest NP-Con-101 Exam Camp



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### Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q69-Q74):

#### NEW QUESTION # 69

A nonprofit organization is using a free trial of Nonprofit Cloud and engages with a consultant to do some custom configuration work. The consultant starts to gather requirements and look at the overall design. Which two things should the consultant know about the trial experiences available on the Salesforce.org website?

- A. It is a Developer Edition org

- B. Five licenses are included at no cost for qualified customers
- C. The free trial period is for 30 days
- D. The trial choices include Lightning Enterprise or Lightning Enterprise + NPSP

**Answer: C,D**

Explanation:

Understanding the trial experiences available on the Salesforce.org website is crucial for setting expectations and planning custom configuration work. Here's detailed information about the trial options:

Available Trial Experiences:

Lightning Enterprise: This option provides a standard Salesforce Lightning Enterprise edition, suitable for exploring core CRM capabilities.

Lightning Enterprise + NPSP: This trial includes the Nonprofit Success Pack (NPSP) on top of the Lightning Enterprise edition, tailored specifically for nonprofit needs.

Free Trial Period:

The free trial period for Salesforce.org trials is 30 days. This provides enough time to explore features, gather requirements, and conduct initial custom configuration work.

Why Not Other Options:

Option A: While free licenses may be available for qualified customers, this is separate from the trial experience and not universally applicable.

Option D: The trial orgs provided by Salesforce.org are typically not Developer Edition orgs but are configured to showcase the Enterprise capabilities with or without NPSP.

By knowing that the trial choices include Lightning Enterprise or Lightning Enterprise + NPSP and that the free trial period is for 30 days, the consultant can effectively plan and execute the initial phases of the project.

Salesforce.org Trial Experiences Information

Salesforce Nonprofit Success Pack (NPSP) Documentation

#### NEW QUESTION # 70

A consultant has installed NPSP and is setting up Relationships using List Settings. The nonprofit wants the reciprocal relationship to be selected automatically based on gender.

On which object should the consultant create the custom "Gender" field?

- A. Account
- B. Contact
- C. Relationship
- D. Affiliation

**Answer: B**

Explanation:

When setting up Relationships in NPSP and configuring reciprocal relationships based on gender, the custom "Gender" field should be created on the Contact object. Here's why:

Contact Object:

The Contact object is where individual data, including personal attributes such as gender, is stored.

Relationships in NPSP are primarily based on Contact records, and having the "Gender" field on the Contact object allows the system to use this information to determine the appropriate reciprocal relationship.

Automatic Reciprocal Relationships:

NPSP can be configured to automatically select reciprocal relationships based on specified criteria, such as the gender of the contacts involved.

By storing gender information on the Contact object, the system can easily access this data to apply the correct reciprocal relationship automatically.

Salesforce NPSP Documentation on Relationships

Salesforce Nonprofit Success Pack Custom Fields Guide

#### NEW QUESTION # 71

What are the two key places to locate NPSP release information? Choose 2 answers

- A. GitHub Cumulus Releases
- B. trust.salesforce.com

- C. Partner Success Community
- **D. Power of Us Hub**

**Answer: A,D**

Explanation:

To locate NPSP release information, two key places are:

Power of Us Hub: This is a community for Salesforce.org customers, where they can access release notes, documentation, and discussions about NPSP updates.

GitHub Cumulus Releases: This repository contains detailed release information, including new features, bug fixes, and enhancements for NPSP.

These sources provide comprehensive and up-to-date information on NPSP releases.

Power of Us Hub

GitHub Cumulus Releases Repository

### NEW QUESTION # 72

A nonprofit organization receives a number of donations from Donor Advised Funds where the check is written by the financial institution that houses the Donor Advised Fund. What should the consultant recommend to ensure that the Donor Advised Fund receives credit for the donation?

- A. Add an additional Account lookup field on the Opportunity for the Donor Advised Fund
- **B. Use Account Soft Credits to credit the Donor Advised Fund**
- C. Add an Account lookup field on the Payment for the Opportunity for the Donor Advised Fund
- D. Use a GAU allocation to credit the donation to the Donor Advised Fund

**Answer: B**

Explanation:

To ensure that the Donor Advised Fund (DAF) receives credit for donations, using Account Soft Credits is the best approach.

Here's how to set this up:

Navigate to NPSP Settings:

Go to Setup.

In the Quick Find box, type "NPSP Settings" and select it.

Configure Soft Credits:

In NPSP Settings, navigate to "Donations" -> "Soft Credits".

Ensure that soft credits are enabled for Accounts and Contacts.

Add Soft Credits on Opportunities:

When entering a donation, go to the Opportunity record.

Add a new soft credit for the DAF by selecting the appropriate Account (the financial institution housing the DAF).

Specify the role as "Donor Advised Fund" or similar.

Track and Report:

Use Opportunity reports to track soft credits and generate reports showing the contributions attributed to the DAF.

Using soft credits allows the organization to properly credit the DAF for donations without altering the primary donor records.

"Managing Soft Credits in NPSP" from Salesforce Help: Soft Credits

"Tracking Donor-Advised Funds" from Salesforce.org: Donor-Advised Funds

### NEW QUESTION # 73

A nonprofit has a large volume of contacts, accounts, and address records and wants to migrate all of its data into NPSP.

What are two considerations?

Choose 2 answers

- A. The default address is updated on a nightly basis.
- B. Three addresses per contact or organization can be migrated into NPSP.
- **C. Managing multiple addresses introduces more complexity.**
- **D. Address records consume additional data storage.**

**Answer: C,D**

Explanation:

When migrating a large volume of contacts, accounts, and address records into NPSP, the following considerations are important:

**Managing Multiple Addresses:**

NPSP allows for multiple addresses per contact or account, which can introduce additional complexity in managing and maintaining these records.

It is essential to have a clear strategy for handling primary, mailing, and other types of addresses to ensure data consistency and accuracy.

**Data Storage Consumption:**

Each address record consumes additional data storage in Salesforce.

Nonprofits should be aware of their data storage limits and plan accordingly to avoid running out of storage space.

Consider archiving old or inactive address records to manage storage usage efficiently.

These considerations help ensure a smooth data migration process and ongoing data management within NPSP.

Salesforce Help: Managing Addresses in NPSP

Nonprofit Success Pack (NPSP) Documentation: Data Management and Storage

## NEW QUESTION # 74

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