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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q83-Q88):

NEW QUESTION # 83

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. Role Hierarchy
- D. License Type

Answer: B

Explanation:

Explanation

<https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofit-cloud/manage-no>

NEW QUESTION # 84

A nonprofit wants to implement an external email platform that integrates with Salesforce. The integration will record every email sent to a subscriber, as well as which recipients open the email, click a link, or unsubscribe.

Which two storage considerations should the consultant take into account before recommending an email platform?
Choose 2 answers

- **A. Campaign Member records use less storage space than custom object records.**
- B. Unsubscribed Leads should be deleted from Salesforce immediately.
- C. Subscribers must be synced as Leads and Campaign Members In NPSP.
- **D. Email subscribers' activities can be retained for a certain length of time.**

Answer: A,D

Explanation:

When integrating an external email platform with Salesforce, it's important to consider storage implications and retention policies.

Here are the steps to take into account these considerations:

* Evaluate Storage Requirements:

* Campaign Member records are used to track email interactions within Salesforce. These records typically consume less storage compared to creating a custom object for the same purpose.

* Custom objects can lead to higher storage usage, especially if tracking detailed interaction data.

* Retention Policies:

* Understand the email platform's data retention policies. Some platforms allow you to specify how long subscriber activity data (such as opens, clicks, and unsubscribes) should be retained.

* Configure the retention settings to align with your organization's data retention policies and compliance requirements.

* Integration Setup:

* Set up the integration to ensure that Campaign Members are created or updated with each email interaction.

* Use the external email platform's API to push data into Salesforce, ensuring that Campaign Members are updated in real-time or through scheduled syncs.

* Monitor and Optimize:

* Regularly monitor storage usage in Salesforce and optimize data retention settings to balance between having sufficient historical data and managing storage costs.

Salesforce Storage Usage Best Practices: Detailed best practices for managing storage in Salesforce.

Salesforce Help.

Email Platform Integration Guides: Specific guides for integrating popular email platforms with Salesforce (e.

g., Mailchimp, Pardot).

NEW QUESTION # 85

A nonprofit has implemented Program Management Module to satisfy the reporting requirements of a new grant. The funder expects to see a report that segments services according to location.

Which object will allow the nonprofit to satisfy the reporting requirements?

- A. Service
- B. Program
- C. Program Engagement
- **D. Program Cohort**

Answer: D

Explanation:

Explanation

<https://powerofus.force.com/s/article/PMM-Overview>

<https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofit-cloud/manage-no>

NEW QUESTION # 86

A nonprofit organization is using NPSP to manage its contacts and their families. What should the consultant recommend about adding other common connections such as siblings and deceased and divorced spouses?

- A. Add them as Relationship record types
- **B. Add them as Relationship entries manually**
- C. Add them as Affiliation record types
- D. Add them as Affiliation entries manually

Answer: B

NEW QUESTION # 87

During the Build phase of a project, one line of business requests the addition of a new field that is essential for its business process. A different line of business objects to the request and says that this field is unnecessary and will result in duplicate data. How should the consultant handle this?

- A. Work quickly to negotiate between the two groups and resolve the issue before it escalates to the executive sponsors.
- **B. Fulfill the request and add the field, but create a separate page layout so the field is only visible to the line of business that made the request.**
- C. Add the field into a sandbox to test and validate expected outcomes.
- D. Remove themselves from the discussion and suggest that the two business line leaders meet to make a decision.
- E. Use the established governance committee for discussion and resolution.

Answer: B

NEW QUESTION # 88

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