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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q207-Q212):

NEW QUESTION # 207

A nonprofit has purchased Accounting Subledger. Donations are imported from many sources and updated by staff frequently. The nonprofit wants to configure Accounting Subledger so only the appropriate records are created and available to be exported to finance.

How should the consultant configure Ledger Entries to limit the records exported to finance?

- A. Configure Path on Opportune
- **B. Configure Stage to State Mapping.**
- C. Configure report to filter by stage.
- D. Configure a Sales Process.

Answer: B

Explanation:

To configure Accounting Subledger so that only the appropriate records are created and available for export to finance, you need to set up Stage to State Mapping. This ensures that only donations at a certain stage are included in the ledger entries. Here are the steps:

Access Accounting Subledger Setup:

Navigate to the Accounting Subledger settings in Salesforce.

Configure Stage to State Mapping:

Define the mapping between Opportunity Stages and Accounting Subledger States.

For example, map the "Closed Won" stage to a state that signifies the donation is ready for ledger entry creation.

Update Opportunity Stages:

Ensure that your Opportunity Stages are correctly set up to reflect the different states of your donation process (e.g., "Pledged", "Received").

Create Ledger Entries:

Once an Opportunity reaches the specified stage (e.g., "Closed Won"), a ledger entry is automatically created.

Only these ledger entries are included in the export to finance.

By configuring the Stage to State Mapping, you ensure that only finalized donations (those that reach a specific stage) are included in the ledger entries, making the finance export process more efficient and accurate.

Salesforce Accounting Subledger Documentation: Stage to State Mapping

NEW QUESTION # 208

A development associate received a corporate matching gift that the original donor did not indicate was to be matched.

Which solution should the consultant recommend?

- A. Select Manage Soft Credits and change the Role for the donor.
- B. Create a Contact lookup field on the Opportunity object.
- C. Create a Lightning quick action declaratively.
- **D. Select Find Matched Gifts and click on the Find More Gifts button.**

Answer: D

Explanation:

When a corporate matching gift is received and the original donor did not indicate that it was to be matched, the consultant should recommend using the "Find Matched Gifts" feature. This feature helps in identifying and linking the matching gift to the original donation:

Select Find Matched Gifts: This option is available within the Nonprofit Success Pack (NPSP) and is designed to help match donations.

Click on the Find More Gifts button: This button will allow the development associate to search for and match the original donation with the corporate matching gift.

This process ensures that all matched gifts are accurately recorded and credited appropriately.

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Matching Gifts in NPSP

NEW QUESTION # 209

A nonprofit wants to migrate millions of Contact records from a legacy system. Most records fail to import with the following error: "hpsp.TDTM_Address: System.LimitException: Apex CPU time limit exceeded".

Which three actions could a consultant take to successfully import this data?

Choose 3 answers

- A. Check 'User Managed' on the Address TDTM record.
- B. Enable 'Simple Address Change Treated as Update' in Address Settings.
- C. Disable 'ADDR_Addresses_TDTM' Handler in Trigger Configuration.
- D. Disable all automation and load the Address object separately.
- E. Reduce the batch size significantly when addresses are included.

Answer: C,D,E

Explanation:

When migrating millions of Contact records and encountering the error "hpsp.TDTM_Address: System.LimitException: Apex CPU time limit exceeded," you can take the following actions:

Disable Automation:

Go to NPSP Settings.

Navigate to "TDTM" (Table Driven Trigger Management).

Disable all automation triggers temporarily to ensure they do not interfere with the data load process.

Load Address Object Separately:

Split the data load into two parts: first load Contacts without address data, then load address data separately.

This reduces the complexity and processing required for each batch.

Disable ADDR_Addresses_TDTM Handler:

In NPSP Settings, go to "Trigger Configuration."

Locate the 'ADDR_Addresses_TDTM' handler.

Disable this specific handler to prevent it from executing during the data import process.

Reduce Batch Size:

When using Data Loader or any import tool, set the batch size to a significantly lower number (e.g., 100 or 200 records per batch).

This helps in managing CPU limits and ensures smoother processing.

By following these steps, you can mitigate the Apex CPU time limit issue and successfully import large volumes of data into NPSP.

Salesforce documentation on managing Apex CPU time limits.

Nonprofit Success Pack (NPSP) documentation on Trigger Management and Data Import.

NEW QUESTION # 210

A donor donates \$500 to a nonprofit that is matched by his employer. How are the hard credits and soft credits listed in NPSP?

- A. The donor has a hard credit of \$500, the employer has a hard credit of \$500, and there are no soft credits
- B. The donor has a hard credit of \$500 and a soft credit of \$500, and the employer has a hard credit of \$500
- C. The donor has a hard credit of \$500 and the employer has a soft credit of \$500
- D. The donor has a soft credit of \$500 and the employer has a hard credit of \$500

Answer: D

Explanation:

In the Nonprofit Success Pack (NPSP), donations can be credited in two ways: hard credits and soft credits. Hard credits reflect direct donations, while soft credits are used to acknowledge indirect contributions, such as when a donor's employer matches a donation.

Hard Credits:

Hard credits represent the actual donor who made the donation.

In this scenario, the employer who matches the donation will receive a hard credit for the matched amount.

Soft Credits:

Soft credits are used to recognize individuals or entities who influenced or facilitated the donation but are not the direct donors.

The donor will receive a soft credit for the amount matched by their employer.

Scenario Application:

The donor made a donation of \$500. This is a hard credit for the donor.

The employer matches this donation with another \$500. The employer receives a hard credit for this matched amount.

The donor is acknowledged for facilitating the matched gift, thus receiving a soft credit of \$500.

Implementation in NPSP:

To implement this, configure the Opportunity Contact Role to automatically assign soft credits to related contacts, such as employers matching donations.

Use the NPSP Settings to ensure that soft credit roles are correctly assigned and tracked.

CertGod Nonprofit Cloud Consultant study guide: "The donor has a soft credit of \$500 and the employer has a hard credit of

\$500".

NEW QUESTION # 211

A nonprofit wants to predict the likelihood of a contact recurring donor. What should the consultant recommend to meet

- A. Implement NPSP Enhanced Recurring Donations
- B. Create a Customizable Rollup Field for number
- **C. Implement Einstein for Nonprofits**
- D. Create NPSP Levels for number of donations

Answer: C

Explanation:

To predict the likelihood of a contact becoming a recurring donor, the consultant should implement Einstein for Nonprofits. Here's how:

Enable Einstein for Nonprofits:

Ensure that Einstein Analytics and Discovery are enabled in the Salesforce org.

Navigate to the Einstein for Nonprofits setup and configure the necessary settings.

Configure Prediction Models:

Use Einstein Prediction Builder to create a custom prediction model.

Define the criteria and data points that indicate a high likelihood of recurring donations, such as past donation behavior, engagement levels, and demographic information.

Train and Deploy the Model:

Train the prediction model using historical data.

Deploy the model to start predicting which contacts are likely to become recurring donors.

Utilize Predictions in Fundraising Strategies:

Fundraisers can use the predictions to prioritize outreach and engagement efforts.

Customize communication and engagement plans for high-potential recurring donors.

Einstein for Nonprofits leverages AI and machine learning to provide insights and predictive analytics, helping nonprofits make data-driven decisions to enhance donor engagement and fundraising efforts.

Salesforce Einstein for Nonprofits: Einstein for Nonprofits.

Salesforce Einstein Prediction Builder Guide: Prediction Builder.

NEW QUESTION # 212

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