

Salesforce Nonprofit-Cloud-Consultant Zertifizierung - Nonprofit-Cloud-Consultant Fragen Und Antworten



BONUS!!! Laden Sie die vollständige Version der ZertSoft Nonprofit-Cloud-Consultant Prüfungsfragen kostenlos herunter:
<https://drive.google.com/open?id=1nGUeY7lmzXJD5cikZG2ccbUkxqgKM7Ee>

Alle IT-Fachleute sind mit der Salesforce Nonprofit-Cloud-Consultant Zertifizierungsprüfung vertraut. Sie alle träumen davon, ein Zertifikat zu bekommen. Sie können Ihren Traum verwirklichen und eine gute Berufskarriere machen. Durch die Schulungsunterlagen zur Salesforce Nonprofit-Cloud-Consultant Zertifizierungsprüfung von ZertSoft können Sie bekommen, was Sie wollen.

Die Salesforce Certified Nonprofit Cloud Consultant (SP20) Prüfung ist eine wichtige Zertifizierung für Fachleute, die sich auf den Nonprofit-Sektor spezialisieren möchten. Die Prüfung soll das Wissen eines Kandidaten über die Salesforce Nonprofit-Cloud-Plattform und seine Fähigkeit testen, dieses Wissen anzuwenden, um gemeinnützigen Organisationen bei der Erreichung ihrer Ziele zu helfen. Die Salesforce Nonprofit Cloud ist ein leistungsstarkes Werkzeug, das gemeinnützigen Organisationen dabei hilft, ihre Spender, Freiwilligen, Programme und Fundraising-Bemühungen effektiv zu verwalten.

Die Zertifizierungsprüfung besteht aus 60 Multiple-Choice-Fragen und muss innerhalb von 105 Minuten abgeschlossen sein. Die Bestehenszahl für die Prüfung beträgt 65% und die Prüfungsgebühr 200 US -Dollar. Die Prüfung ist in englischer Sprache erhältlich und kann online oder persönlich in einem Testzentrum durchgeführt werden.

>> **Salesforce Nonprofit-Cloud-Consultant Zertifizierung** <<

Nonprofit-Cloud-Consultant Fragen Und Antworten - Nonprofit-Cloud-Consultant Prüfungsaufgaben

Die Salesforce Nonprofit-Cloud-Consultant Zertifizierungsprüfung ist zur Zeit sehr beliebt bei den IT-Fachleuten. Durch die Salesforce Nonprofit-Cloud-Consultant Zertifizierungsprüfung werden Ihre Lebens- und Arbeitsverhältnisse verbessert. Daneben wird Ihre Position in der IT-Branche gefestigt.

Salesforce Certified Nonprofit Cloud Consultant Exam Nonprofit-Cloud-Consultant Prüfungsfragen mit Lösungen (Q101-Q106):

101. Frage

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

- D. Add an additional Account lookup field on the Opportunity for the Donor Advised Fund

Antwort: B

Begründung:

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.

Reference:

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

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

102. Frage

A nonprofit needs more insight into why some corporate sponsorships are closing and why others are lost.

They want to evaluate information including pipeline value, number of opportunities, Pardot score, win/lost percentage, stage value, and a table of opportunities. The system admin wants to deploy a solution quickly.

Which solution should a consultant recommend?

- A. NPSP Advanced Mapping
- B. Insights Platform Data Integrity
- C. Salesforce Reports
- D. B28 Marketing Analytics

Antwort: D

Begründung:

To quickly deploy a solution that provides insights into corporate sponsorships, including pipeline value, number of opportunities, Pardot score, win/loss percentage, stage value, and a table of opportunities, the consultant should recommend B28 Marketing Analytics. Here's why:

* B28 Marketing Analytics:

* This analytics solution is designed to provide deep insights into marketing performance, including detailed views of pipeline metrics and opportunity analysis.

* It integrates with Salesforce and Pardot, offering out-of-the-box dashboards and reports that can be quickly deployed.

* The tool enables the nonprofit to gain actionable insights into why certain sponsorships are closing or being lost, facilitating data-driven decision-making.

Salesforce B28 Marketing Analytics Documentation

Salesforce Pardot Integration Guide

103. Frage

A nonprofit wants to deploy Nonprofit Cloud Case Management into its production org. Which two prerequisites should be considered prior to installing Case Management? (Choose 2)

- A. Enable My Domain
- B. Ensure Volunteers for Salesforce is properly configured
- C. Install NPSP
- D. Ensure appropriate licenses are provisioned

Antwort: A,D

Begründung:

Nonprofit Cloud Case Management (NCCM) is a managed package that extends the capabilities of Salesforce for human services. Like many high-end Salesforce industry solutions, it has specific technical and legal prerequisites that must be met before the installation can succeed.

Prerequisite 1: Provisioned Licenses (A):

NCCM is not a free, open-source tool like NPSP. It is a paid product that requires specific Permission Set Licenses (PSLs) to be provisioned in the org. A consultant must verify that the organization has purchased the necessary licenses through their Salesforce Account Executive. Without these licenses appearing in the "Company Information" section of Setup, the managed package will not function, and users will not be able to access the custom Case Management objects like Goals, Action Items, or Case Plans.

Prerequisite 2: My Domain (C):

NCCM relies heavily on modern Lightning components and OmniStudio features to power its interactive interfaces (such as the Case Plan Wizard). Salesforce requires My Domain to be enabled and deployed in any org that uses custom Lightning components. My Domain adds a unique prefix to the Salesforce URL (e.g., <https://my-nonprofit.my.salesforce.com>), which is necessary for the secure rendering of these components.

Why other options are incorrect:

* Volunteers for Salesforce (Option B): This is a completely separate application for managing volunteer shifts and is not required for Case Management to function.

* Install NPSP (Option D): While NCCM is often used alongside NPSP, the modern Nonprofit Cloud Case Management package can technically run on a standard Salesforce platform without NPSP, provided the necessary licenses are in place.

104. Frage

The vice president of development of a nonprofit organization wants to be able to review giving in the pipeline at a high level, and track the organization's process towards finding new potential donors. The VP also wants to track program metrics as compared to donor histories. What should the consultant advise?

- A. Packaged NPSP reports cannot be edited. Recreate all the reports found on the NPSP Development Forecasting dashboard to edit appropriately. Add additional reports to track program data.
- B. Packaged NPSP dashboards cannot be edited. Recreate the NPSP Development Forecasting dashboard components. Add additional components to track program data.
- **C. Review the components that are already on the NPSP Development Forecasting dashboard. Create additional reports and edit the dashboard to add components to track the program data.**
- D. Review the reports on the NPSP Fundraising Reports folder. Create additional reports to track program data. Schedule each report to be sent to the vice president every morning.

Antwort: C

Begründung:

To address the VP of development's needs:

* Review Existing Dashboard: Start by reviewing the existing components on the NPSP Development Forecasting dashboard. This provides a high-level view of the current giving pipeline.

* Create Additional Reports: Develop new reports to track program metrics and compare them to donor histories. These new reports should capture the necessary program data.

* Edit Dashboard: Modify the existing dashboard to include the new components that reflect the additional program data and metrics.

This approach leverages the existing infrastructure and enhances it to meet the organization's specific needs.

References:

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Customizing Dashboards in NPSP

105. Frage

A nonprofit wants to be in full compliance with Salesforce best practices for data security and has asked its consultant an evaluation. Which tool should the consultant use to provide this assessment?

- A. Salesforce Health Check
- B. Salesforce Optimizer
- **C. NPSP Health Check**

