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## Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q198-Q203):

NEW QUESTION # 198

A nonprofit wants its staff to spend most of their time in Salesforce. but the staff needs access to several other applications as well. The nonprofit wants a solution that allows staff to use other applications without leaving Salesforce. How should the consultant integrate these applications?

- **A. Implement Salesforce Canvas**
- B. Implement Distributed Marketing
- C. Configure External Objects
- D. Configure External Data Sources

**Answer: A**

Explanation:

To allow staff to use other applications without leaving Salesforce, implementing Salesforce Canvas is the recommended solution: Salesforce Canvas:

Salesforce Canvas allows you to embed external applications directly within Salesforce

#### **NEW QUESTION # 199**

A nonprofit has been keeping track of donors' employers in a spreadsheet. The nonprofit has hired a consultant to upload data to the NPSP Affiliations object. What is the correct order for uploading the donors' employment information?

- A. Upsert Contact records, export Contact ID, upsert Organization Accounts for employer with Organization Account ID in the "Primary Affiliation" field
- B. Upsert Organization Accounts, export Organization Account ID, upsert Contact record with Organization Account ID in the "Primary Affiliation" field
- C. Insert Affiliation records, export Contact records, export Account records, upsert Contact records
- **D. Insert Organization Accounts for the employer, insert Contact records for the donor, insert Affiliation records for the employment information**

**Answer: D**

Explanation:

To correctly upload donors' employment information into the NPSP Affiliations object, the data should be imported in a specific order. Here's how to do it:

Insert Organization Accounts:

Start by inserting records for the employers (Organization Accounts).

Ensure each employer has a unique Account ID.

Insert Contact Records:

Next, insert the Contact records for the donors.

Make sure each Contact record has a unique Contact ID and is associated with the correct Account (if applicable).

Insert Affiliation Records:

Finally, insert Affiliation records to link the Contacts to their respective Organization Accounts (employers).

Include fields like Contact ID, Account ID (employer), and other relevant details such as role and status.

By following this order, you ensure that all necessary data relationships are correctly established in Salesforce.

"Managing Affiliations in NPSP" from Salesforce Help: Affiliations

"Data Import Best Practices" from Salesforce.org: Data Import

#### **NEW QUESTION # 200**

A nonprofit organization on NPSP needs to be able to track the high school a student attended and track the enrollment of the student at college.

How should the consultant recommend tracking this?

- **A. Use NPSP Affiliations objects to connect the Contact to the Account for their high school and college, use the Status field there to indicate if they are currently enrolled or are former students there.**
- B. Set up a Campaign for each high school and college and use Campaign Members to connect the Contact to the Campaign. Change the values in Campaign Member Status from Sent/Responded to Current/Former.
- C. Install the Salesforce.org Higher Education Data Architecture (HEDA) managed package and use Affiliations.
- D. Turn on Field History Tracking for the Account lookup field on the Contact record, use the Account lookup to indicate where they are currently enrolled and change it as they move on.

**Answer: A**

Explanation:

To track the high school a student attended and their college enrollment, the consultant should recommend using the NPSP Affiliations objects:

NPSP Affiliations: This object is designed to connect Contacts to Accounts representing institutions like high schools and colleges.

Status Field: Use the Status field within the Affiliations object to indicate if the student is currently enrolled or a former student.

This approach allows the nonprofit to maintain a detailed history of the student's educational journey and easily track changes in their enrollment status.

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Affiliations and Relationships in NPSP

### NEW QUESTION # 201

A consultant is helping a nonprofit diagnose and address some issues they have with NPSP. The consultant sees the customer is hitting governor limit errors on a particular job.

Which action should the consultant take to resolve the issue?

- A. Reschedule that nightly job.
- B. Increase the batch size for that job.
- **C. Decrease the batch size for that job.**
- D. Schedule that job to run more frequently.

**Answer: C**

Explanation:

When encountering governor limit errors on a particular job in NPSP, the consultant should decrease the batch size for that job.

Here's why:

Batch Size:

Salesforce has strict governor limits to ensure efficient resource usage. When a batch job hits these limits, it often indicates that the batch size is too large.

Decreasing the batch size reduces the number of records processed in each batch execution, thereby minimizing the chances of hitting governor limits.

This approach helps in completing the job successfully without exceeding platform limits.

Salesforce Batch Apex Documentation

Salesforce Governor Limits Guide

These solutions provide precise and effective steps to address common issues and configuration needs within the Salesforce Nonprofit Cloud environment.

### NEW QUESTION # 202

A nonprofit organization using NPSP does a lot of mailings and wants to ensure states and countries are entered accurately into Salesforce. The nonprofit has heard about State and Country Picklists and asked its consultant about enabling them. What are two considerations the consultant should raise about enabling State and Country Picklists and asked its consultant about enabling them.

What are two considerations the consultant should raise about enabling State and Country Picklists for NPSP?

- **A. Predefined State and Country abbreviations on Address records must be used**
- **B. NPSP Data Import object doesn't support State and Country abbreviations in picklist form**
- C. The Individual ("Bucket") account model does not support State and Country Picklists
- D. State and Country Picklist values can only be configured on the Address object

**Answer: A,B**

Explanation:

Enabling State and Country Picklists in Salesforce can improve data consistency and accuracy for address fields. However, there are specific considerations when using them with NPSP:

NPSP Data Import Object Doesn't Support State and Country Abbreviations in Picklist Form

The NPSP Data Import object does not natively support state and country abbreviations in picklist form. This means that data imports using this object will require additional handling to map state and country values correctly.

Predefined State and Country Abbreviations on Address Records Must Be Used:

When using State and Country Picklists, predefined state and country abbreviations must be used. This ensures consistency and

compatibility with Salesforce's standard address fields.

If your current data uses different formats (e.g., full names or alternative abbreviations), you will need to standardize these before importing or entering data.

Consideration for Existing Data:

If enabling State and Country Picklists for the first time, review and clean existing data to match the picklist values.

Use data tools to update existing records with the correct state and country abbreviations to ensure smooth transition and consistency.

By understanding these considerations and preparing your data accordingly, you can successfully implement State and Country Picklists in NPSP.

"State and Country/Territory Picklists Overview" from Salesforce Help: State and Country Picklists

"Managing Addresses in NPSP" from Salesforce Help: NPSP Address Management

## NEW QUESTION # 203

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