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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q127-Q132):

NEW QUESTION # 127

A human services nonprofit needs to track client goals and action items related to those goals. The nonprofit is unsure whether Program Management Module alone will meet its requirements. The nonprofit is considering whether to implement Nonprofit Cloud Case Management.

What should the consultant discuss with the nonprofit?

- A. Program Management Module has custom objects for calendars and activities.
- B. Program Management Module can track Case Plans and Action Items..
- C. Case Management requires Experience Cloud licenses.
- **D. Case Management has a custom object for tracking goals.**

Answer: D

Explanation:

check the entity relationship diagram

NEW QUESTION # 128

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

Answer: C

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 # 129

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

- D. Managing multiple addresses introduces more complexity.

Answer: C,D

NEW QUESTION # 130

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. Shield Platform Encryption
- B. Salesforce Health Check
- C. Salesforce Optimizer
- D. NPSP Health Check

Answer: D

NEW QUESTION # 131

A nationally federated nonprofit is implementing a single Salesforce org to provide shared fundraising services to its four regional affiliates. Each affiliate and the national nonprofit must see only its own donor data.

Which Salesforce feature would enable this level of record access?

- A. Criteria-based sharing
- B. Role Hierarchy
- C. Divisions
- D. Record Types

Answer: A

Explanation:

To provide each affiliate and the national nonprofit the ability to see only its own donor data in a single Salesforce org, the consultant should use Criteria-based Sharing. Here's why:

* Criteria-based Sharing:

* This feature allows for defining sharing rules based on specific criteria, such as record ownership or certain field values.

* By setting up criteria-based sharing rules, each affiliate and the national nonprofit can be restricted to viewing only the records that meet the specified criteria, such as records tagged with their specific region or affiliate identifier.

Salesforce Sharing and Visibility Guide

Salesforce Criteria-based Sharing Rules Documentation

NEW QUESTION # 132

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