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A steadily rising competition has been noted in the tech field. Countless candidates around the globe aspire to be Salesforce Certified Nonprofit Success Pack Consultant in this field. Once you become Salesforce certified, a whole new scope opens up to you and you are immediately hired by reputed firms. Even though the Salesforce Certified Nonprofit Success Pack Consultant certification boosts your career options, you have to pass the NP-Con-101 Exam.

Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q45-Q50):

NEW QUESTION # 45

A nonprofit sends direct mail appeals via a third-party mail house. The nonprofit pulls a report from NPSP to send to the mail house with address information for each constituent who should receive an appeal. Some constituents prefer to receive mail at an address other than their primary household address.

How should a consultant access a list of those who do not reside at their household mailing address?

- A. Create a custom report type for Addresses and a filter for Address Override = True.
- B. Create a Campaign and run the Household Mailing List report.
- C. Create a Contacts and Accounts report and add a filter for Primary Address Type - Other.
- D. Create a Contacts and Accounts report and add a filter for Address Override = True.

Answer: D

Explanation:

<https://powerofus.force.com/s/article/NPSP-Override-the-Default-Address-for-a-Contact> To access a list of constituents who do

not reside at their household mailing address, you should create a report with the following steps:

Create a New Report:

Navigate to the Reports tab in Salesforce.

Click on "New Report."

Select Report Type:

Choose "Contacts & Accounts" as the report type.

Add Filters:

Add a filter for "Address Override" and set it to "True."

This filter will include only those constituents whose mailing address is overridden to a different address than their primary household address.

Customize Report Columns:

Include relevant columns such as Contact Name, Household Name, and Address details in your report.

Run and Save the Report:

Run the report to ensure it captures the correct data.

Save the report for future use and sharing with the mail house.

By filtering the Contacts and Accounts report for Address Override = True, you can easily access and export a list of constituents who prefer to receive mail at a different address.

Salesforce documentation on creating and customizing reports.

Nonprofit Success Pack (NPSP) documentation on Address Management and Overrides.

NEW QUESTION # 46

A nonprofit wants to run an enrollment report for its education classes.

Which Program Management Module object should the consultant use to build the report?

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

Answer: A

Explanation:

To run an enrollment report for education classes in Salesforce using the Program Management Module (PMM), the "Program Engagement" object is the most appropriate. Here are the steps to create such a report:

Understand Program Engagements:

Program Engagements track the relationship between a participant (Contact) and the program (Program) they are enrolled in. This object captures key details like enrollment status, start and end dates, and related services.

Create a Custom Report Type:

Navigate to Setup > Report Types.

Click "New Custom Report Type."

Select "Program Engagement" as the primary object.

Define the relationships with related objects such as Contacts and Programs.

Build the Enrollment Report:

Go to the Reports tab and click "New Report."

Select the custom report type you just created.

Add relevant fields such as Participant Name (Contact), Program Name, Enrollment Status, Start Date, and End Date.

Apply filters to narrow down the report to specific classes or time periods as needed.

Customize and Save the Report:

Group the report by Program Name or Participant Name to get a clear view of enrollments.

Add summary fields to count enrollments or calculate averages if needed.

Save and run the report to view the enrollment data.

Salesforce Program Management Module Documentation: Detailed instructions on setting up and using PMM for managing programs and engagements. Salesforce PMM Documentation.

NEW QUESTION # 47

A consultant is planning to use Accounting Subledger and migrate 20 years of donation data into NPSP for a nonprofit that receives more than 200,000 donations each year.

Which two features should the consultant consider implementing to improve search performance?

Choose 2 answers

- A. Salesforce Optimizer
- B. Salesforce Object Search Language (SOSL)
- C. Custom Index
- D. Skinny Tables

Answer: C,D

Explanation:

https://trailhead.salesforce.com/en/content/learn/modules/search_solution_basics/search_solution_basics_optimizing To improve search performance when migrating a large volume of donation data into the Nonprofit Success Pack (NPSP) for a nonprofit, the consultant should consider implementing Skinny Tables and Custom Index. Here is a detailed explanation:

Skinnny Tables:

Skinnny tables are a performance optimization technique in Salesforce used to improve the performance of read-only operations.

They are highly effective in environments with large volumes of data, such as the scenario described with 20 years of donation data and over 200,000 donations each year.

A skinnny table contains frequently accessed fields and can significantly reduce query time.

Skinnny tables are maintained by Salesforce and do not require changes to the custom object schema or existing queries.

They are particularly useful for scenarios involving complex reports and list views.

Custom Index:

Custom indexes enhance the performance of search queries in Salesforce.

Creating custom indexes on fields that are frequently used in search filters and conditions can drastically improve search performance.

Salesforce allows up to 25 custom indexes per object, which can be leveraged to optimize searches on key fields such as donor names, donation dates, and amounts.

Custom indexes should be applied to fields involved in frequently used WHERE clauses in SOQL queries.

Salesforce documentation on Skinnny Tables: Skinnny Tables

Salesforce documentation on Custom Index: Custom Index

NEW QUESTION # 48

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. 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.
- 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. Packaged NPSP dashboards cannot be edited. Recreate the NPSP Development Forecasting dashboard components. Add additional components to track program data.

Answer: C

Explanation:

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.

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Customizing Dashboards in NPSP

NEW QUESTION # 49

A nonprofit wants a report of all memberships that will expire in exactly 30 days.

How should a consultant filter a report on Membership End Date?

- A. Membership End Date is equal to or greater than NEXT 30 DAYS.
- B. Membership End Date is equal to or less than NEXT 30 DAYS.
- **C. Membership End Date equals NEXT 30 DAYS and does not equal NEXT 29 DAYS.**
- D. Membership End Date is equal to NEXT 30 DAYS.

Answer: C

Explanation:

To create a report of all memberships that will expire in exactly 30 days, the consultant should filter the report on Membership End Date using the condition "Membership End Date equals NEXT 30 DAYS and does not equal NEXT 29 DAYS." This ensures that the report includes only those memberships expiring exactly on the 30th day, excluding those that expire earlier or later.

Salesforce Reporting and Dashboards Guide

Salesforce Nonprofit Cloud Consultant Study Guide

NEW QUESTION # 50

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