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Salesforce Certified Nonprofit Cloud Consultant (SP20) exam is a comprehensive exam that covers a wide range of topics related to nonprofit organizations. Nonprofit-Cloud-Consultant exam covers topics such as fundraising and donor management, volunteer management, case management, program management, and more. Nonprofit-Cloud-Consultant Exam also covers topics related to Salesforce Nonprofit Cloud features and functionality, such as the Nonprofit Success Pack (NPSP) and the Nonprofit Cloud Data Architecture.

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q109-Q114):

NEW QUESTION # 109
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. Role Hierarchy
- B. Divisions

- C. Record Types
- D. Criteria-based sharing

Answer: B

Explanation:
(Role hierarchy)
https://trailhead.salesforce.com/en/content/learn/modules/data_security/data_security_records
Role hierarchies ensure managers have access to the same records as their subordinates. Each role in the hierarchy represents a level of data access that a user or group of users needs.

NEW QUESTION # 110
In the NPSP Data Import Template, the Account fields should contain which two types of information?
Choose 2 answers

- A. Household-related data
- B. Contact's employer-related data
- C. Contact's address-related data
- D. Business-related data

Answer: A,B

Explanation:
In the NPSP Data Import Template, the Account fields should contain:
Household-related data:
This data includes information pertinent to the household of the contacts, such as household name and address. Household-related data is crucial for managing and segmenting contacts within the NPSP.
Reference:
Contact's employer-related data:
This data includes the employer's name and details, which helps in tracking affiliations and donations made by contacts through their employers. It is essential for managing donor relationships and corporate affiliations.

NEW QUESTION # 111
i. A Salesforce admin changes an Engagement Plan Template as requested by the development team. The development manager expects to see the changes reflected on an existing Engagement Plan using that Template on a campaign.
Why is the development manager unable to see the Template changes?

- A. Engagement Plan Template changes must be accepted by the user on the Template detail record first.
- B. Engagement Plan Template changes need to propagate through the platform.
- C. Changes to Engagement Plan Templates only affect new Engagement Plans.
- D. The development manager requires additional permissions for the new Engagement Plan Template changes.

Answer: C

NEW QUESTION # 112
A user has been assigned the System Administrator Profile in Nonprofit Cloud. The user discovers that they cannot see any Nonprofit Cloud for Fundraising objects. What is a possible cause of this issue?

- A. The custom Tabs have not been created for the Fundraising objects.
- B. The Sharing Rules are missing for the Fundraising objects.
- C. The Permission Set License is unassigned.

Answer: C

Explanation:
One of the most common configuration hurdles in Nonprofit Cloud is understanding the "Two-Key" access model. Unlike standard Sales or Service Cloud, where a Profile can grant access to almost any object, Industry Clouds (like NPC) require a Permission Set License (PSL) to be assigned before the objects even become "visible" or "available" in the system's schema for that user.

The "Two-Key" Access Model:
* The First Key (Permission Set License): The PSL "unlocks" the feature set at the organization level for a specific user. For Fundraising, the user must be assigned the Nonprofit Cloud Fundraising PSL.
Without this, the Fundraising objects (like Gift Transaction) literally do not exist from that user's perspective, even if they are a System Administrator.
* The Second Key (Permission Set): Once the license is assigned, the user then needs a Permission Set (e.g., "Fundraising Access") to grant the actual CRUD (Create, Read, Update, Delete) permissions.
Step-by-Step Resolution for a Consultant:
* Navigate to Setup > Users.
* Open the user record for the System Administrator.
* Scroll to the Permission Set License Assignments related list and click Edit Assignments.
* Locate and check the box for Nonprofit Cloud Fundraising (and any other relevant industry licenses like Nonprofit Cloud Grantmaking).
* Once the PSL is saved, the Admin will then be able to assign themselves the necessary Permission Sets to see and manage the Fundraising objects.
Option A is incorrect because Sharing Rules control which records you see, not whether the object itself is visible. Option B is incorrect because tabs are easily accessible via the App Launcher; if the objects are missing from the "All Objects" list, it is a licensing and permissioning issue, not a tab configuration issue.

NEW QUESTION # 113

A consultant is about to begin a data project with a nonprofit to clean up Opportunity data.
Which opportunity data situation requires a consultant to temporarily disable NPSP Triggers for performance reasons?

- **A. Uploading 1 million new Contact records**
- B. Uploading 400,000 new records to a custom object
- C. Uploading 100,000 new Task records
- D. Uploading 600,000 new Organization Accounts without addresses

Answer: A

NEW QUESTION # 114

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