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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q249-Q254):

NEW QUESTION # 249

The system administrator at a nonprofit wants to use Advanced Mapping for regular data imports of constituent and donation data. What is an important consideration of Advanced Mapping?

- A. The target fields can only be text, currency, number, date or address fields.
- B. The target objects must directly relate to Accounts, Contacts, or Opportunities.
- C. Checkbox fields are unavailable to map to as target fields.
- **D. The target objects must be NPSP objects.**

Answer: D

Explanation:

(wrong),b(wrong), a(if d is wrong then a is also wrong),So Option C

<https://help.salesforce.com/s/articleView?id=000358792&type=1>

When using Advanced Mapping for data imports in Salesforce Nonprofit Success Pack (NPSP), it is essential to understand that the target objects must be NPSP objects. Advanced Mapping is designed specifically to enhance the data import capabilities within NPSP by allowing detailed mapping configurations that align with NPSP's data model.

Key Considerations:

NPSP Specific: Advanced Mapping is tailored for NPSP objects, ensuring that data is correctly mapped and imported into the NPSP-specific fields and objects.

Enhanced Data Import: This feature allows for more precise data import, reducing the likelihood of errors and ensuring data integrity.

Steps for Using Advanced Mapping:

Navigate to NPSP Settings:

Go to NPSP Settings -> Data Import -> Advanced Mapping.

Configure Mapping:

Set up mappings between source data fields and target NPSP object fields.

Ensure that the target fields align with the NPSP data model requirements.

Perform Data Import:

Use the NPSP Data Importer to upload and import the data using the configured mappings.

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Configure Advanced Mapping for NPSP Data Import

NEW QUESTION # 250

A local community center provides health care services to eligible local residents. Staff currently triage patients through a series of qualifying questions that drive additional qualification questions. The center wants to extend triage capabilities to its volunteers to determine whether residents qualify for services. Service decisions need to be made immediately while the patient is interacting with the staff or volunteer.

Which solution should the consultant recommend?

- A. Use Case records, Validation Rules and Process Builder to post case details to the central volunteer Chatter Group so all volunteers can collaborate on eligible services.
- B. Use a Standard Lightning Component to displaying custom fields from several objects and generate a services decision.
- **C. Create a Flow to guide volunteers on triage screens, capture accurate data and generate a services decision.**
- D. Use a Workflow Rule with Field Updates and Case Assignment Rules to triage and assign the case to the proper services queue.

Answer: C

Explanation:

Salesforce Flows are ideal for guiding users through step-by-step processes, making them a perfect solution for triaging patients. By creating a flow, the nonprofit can ensure volunteers follow a consistent process, capture accurate data, and make immediate service decisions. Here's how to set this up:

Design the Flow:

Open Flow Builder from Setup.

Create a new Screen Flow.

Add Screens and Inputs:

Add screens with input fields for the qualifying questions.

Use Decision elements to branch the flow based on the answers provided.

Capture Data:

Use Assignment elements to store input data in variables.

Save data to Salesforce records as needed (e.g., Case or Custom Object records).

Generate Decision Outcomes:

Based on the data captured, use Decision elements to determine eligibility.

Display the outcome on a final screen or update a record with the decision.

Test and Deploy:

Test the flow thoroughly in Sandbox.

Deploy the flow to production and embed it in the relevant Lightning pages.

"Create a Simple Flow" from Salesforce Help: Create a Flow

"Guided Processes for Nonprofits" from Salesforce.org: Salesforce Flow for Nonprofits

NEW QUESTION # 251

A nonprofit wants its supporters to send advocacy messages to elected officials and then record which supporters sent the messages.

Which two solutions should the consultant recommend to meet the requirement?

Choose 2 answers

- A. Use an online advocacy platform from the AppExchange that syncs to Salesforce.
- B. Organize advocacy messages into Campaigns and add the Contacts who take action as Campaign Members.
- C. Set a new NPSP Engagement Level on a Contact every time a Contact sends an advocacy message.
- D. Configure Marketing Cloud to send advocacy messages from the supporters.

Answer: A,B

Explanation:

To track supporters who send advocacy messages to elected officials, the nonprofit can use the following solutions:

Organize Advocacy Messages into Campaigns:

Create a Campaign in Salesforce for each advocacy initiative.

Add Contacts who take action (send messages) as Campaign Members. This allows the nonprofit to track participation and engagement within each advocacy campaign.

Use an Online Advocacy Platform from the AppExchange:

Select an advocacy platform from the Salesforce AppExchange that integrates with Salesforce. These platforms are designed to facilitate advocacy efforts and automatically sync supporter actions with Salesforce.

The platform can record which supporters sent messages and update Salesforce accordingly, ensuring accurate tracking and reporting.

These solutions provide a comprehensive approach to managing and tracking advocacy efforts, leveraging the capabilities of Salesforce and specialized advocacy tools.

Salesforce AppExchange: Advocacy Platforms

Nonprofit Success Pack (NPSP) Documentation: Managing Campaigns and Campaign Members

NEW QUESTION # 252

Which resource should the consultant recommend to a non-profit organization to suggest new features in NPSP?

- A. Trailblazer Community
- B. Salesforce Help
- C. Power of Us Hub
- D. Salesforce AppExchange

Answer: C

Explanation:

For suggesting new features in NPSP, the recommended resource is:

Power of Us Hub: This is a community platform specifically for Salesforce.org customers. It includes forums, idea exchanges, and collaboration spaces where nonprofit users can suggest and discuss new features for NPSP.

The Power of Us Hub is the central place for engaging with the Salesforce nonprofit community and influencing future product development.

Power of Us Hub

Salesforce Trailhead: Engaging with the Salesforce Nonprofit Community

NEW QUESTION # 253

A nonprofit organization receives a lot of grants, many of which are renewals of previous grants from the same funder. The organization wants to be able to easily access the previous grant information.

What should the consultant advise to capture this in Salesforce?

- A. Fill in the "Previous Grant/Gift Opportunity" lookup field on the Opportunity for the new grant and check the "Is Grant Renewal" field.
- B. Create a child Opportunity for the renewal grant from the original grant using the Renewal Grant Opportunity record type.
- C. Ensure that when naming the Opportunity for the renewal grant, "Renewal" is included in the name as well as the name of the funder.
- D. Create a Campaign for the funder and add all Opportunities including the original grant and any renewal grants to the

Campaign.

Answer: A

Explanation:

To capture information for grants and easily access previous grant details, the following setup can be used in Salesforce:

Previous Grant/Gift Opportunity Lookup Field:

Add a lookup field on the Opportunity object called "Previous Grant/Gift Opportunity".

When creating a new grant Opportunity, fill in this field with the previous grant's Opportunity record.

Is Grant Renewal Checkbox:

Add a checkbox field on the Opportunity object called "Is Grant Renewal".

Check this box for Opportunities that are renewals of previous grants.

Grant Tracking and Reporting:

This setup allows easy tracking of grant renewals and provides a straightforward way to report on grants and their renewals.

Use reports and dashboards to summarize and analyze grant data, including renewals.

By linking each renewal grant to the original grant Opportunity, you maintain a clear record of the grant history, making it easy to access previous grant information and analyze grant renewals.

"Grant Management Best Practices" from Salesforce Help: Grant Management

"Nonprofit Success Pack Grant Management" from Salesforce.org: NPSP Grant Management

NEW QUESTION # 254

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