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## Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q37-Q42):

### NEW QUESTION # 37

A nonprofit organization wants to give specific users the ability to upload gift acknowledgement templates in Nonprofit Cloud for Fundraising. What should be assigned to the users?

- A. The FundraisingAccess and DocGen Designer permission sets
- B. The FundraisingAccess and DocGen User permission sets
- C. The OmniStudio User permission set

**Answer: A**

Explanation:

In the modern Nonprofit Cloud (NPC) for Fundraising, the generation of gift acknowledgments and tax receipts is powered by Document Generation (DocGen) technology. This system allows organizations to move beyond simple mail merges into a robust, server-side document creation process.

To manage these templates effectively, a consultant must understand the distinction between "Designers" and "Users" within the permission set framework.

\* FundraisingAccess: This is the foundational permission set group (or permission set) that grants the user rights to interact with fundraising-specific objects like Gift Transactions, Gift Commitments, and Gift Designations. Without this, the user cannot access the data that needs to be merged into the templates.

\* DocGen Designer: This specific permission set is required for administrative or "super user" tasks. A user with the DocGen Designer permission set is granted the ability to upload, manage, and customize the .docx or .pptx files that serve as the templates. This includes mapping Salesforce fields to the document tokens and organizing the library of available templates for the rest of the team.

\* DocGen User (Contrast): In contrast, the DocGen User permission set is intended for staff who only need to trigger the creation of a document (e.g., clicking a "Generate Receipt" button). They cannot upload new templates or change the underlying logic of existing ones.

Step-by-Step Assignment Logic:

\* Navigate to Setup > Users > Permission Sets.

\* Locate the DocGen Designer permission set and assign it to the staff responsible for template creation.

\* Ensure the user also has the SalesforceCRM Content User license enabled on their User record, as templates are stored and managed within Salesforce Files/Content.

\* Verify that the FundraisingAccess group is assigned to provide the necessary object-level permissions.

By correctly separating these roles, a consultant ensures that only authorized personnel can modify the official legal and branding language used in the organization's donor communications.

### NEW QUESTION # 38

A nonprofit has its organization-wide sharing settings for all objects set to Private and is using Program Management Module to track Service Deliveries. A subset of Service Delivery records should be visible to selected staff. How should a consultant meet this requirement?

- A. Update default sharing to Public Read/Write.
- B. Create and assign a new profile.
- C. Update the assigned Permission Set.
- D. Create a criteria-based sharing rule.

**Answer: D**

Explanation:

When an organization uses a Private sharing model (Organization-Wide Defaults), users can only see records they own or records owned by their subordinates in the role hierarchy. To open up visibility to a "subset" of records for a "selected" group of staff, the consultant must use a Sharing Rule.

Implementing the Solution:

\* Criteria-Based Logic: Since only a subset of Service Deliveries (e.g., those related to "Mental Health" or a specific "Program") needs to be shared, the consultant should use a Criteria-Based Sharing Rule.

\* Definition: The rule might state: "Share Service Delivery records where Program Name EQUALS ' Youth Outreach' with the 'Program Staff' Public Group."

\* Access Level: The consultant defines the level of access (Read Only or Read/Write).

\* Public Groups: The "selected staff" should be added to a Public Group. The sharing rule then targets this group.

Why other options are incorrect:

\* Public Read/Write (Option B): This would expose all records to all users, violating the nonprofit's strict security requirements.

\* Permission Sets / Profiles (Options C & D): These grant the functional ability to use the object (CRUD), but in a Private sharing model, they do not grant access to specific records owned by others.

Sharing rules are the primary tool for record-level visibility in Salesforce.

### NEW QUESTION # 39

A consultant is implementing Salesforce for a nonprofit client who is inexperienced with Salesforce. The nonprofit wants to assign an NPSP fundraising training module to their staff. Which training resource should the consultant recommend?

- A. Learning Path
- B. Salesforce Help and Training
- C. Trailblazer Community Dashboard
- D. AppExchange Report

**Answer: A**

Explanation:

In the modern Salesforce Lightning experience, the Learning Path is the best tool for an admin or consultant to deliver targeted training directly within the flow of work.

What is a Learning Path?

A Learning Path allows a consultant to curate specific Trailhead modules, internal documents, or videos and assign them to specific users or groups based on the page they are currently viewing. For a nonprofit implementing NPSP, the consultant can:

\* Curate Content: Select existing Trailhead modules like "Fundraising with Nonprofit Success Pack."

\* Assign to Users: Target the training specifically to the "Fundraising" profile or "Gift Officer" team.

\* In-App Access: Instead of forcing staff to leave Salesforce to search a separate help portal, the training appears in the "Learning" side panel (represented by the graduation cap icon) while they are actually looking at Opportunity or Contact records.

\* Track Progress: Managers can see who has completed the assigned modules, making it a powerful tool for onboarding and change management.

Why other options are incorrect:

\* Salesforce Help and Training (Option A): This is the documentation portal. While useful, it is a "pull" resource (staff have to go find it) rather than a "push" resource (assigned by the admin).

\* Trailblazer Community (Option C): This is a forum for discussion and peer support, not a structured training assignment platform.

\* AppExchange Report (Option D): The AppExchange is for downloading apps; there is no such thing as an "AppExchange Report" used for assigning training.

### NEW QUESTION # 40

A Household Account has Contacts with Affiliations, Relationships, and Closed/Won donations associated with it. What is the outcome when a system admin attempts to delete this Household Account record?

- A. Since Closed/Won donations are associated with the Account record, an error message displays.
- B. The Household Account record and its standard related records are deleted.
- C. The Household Account record and its standard related records remain.
- D. Since Affiliations and Relationships are associated with the Contacts in this Account, an error message displays.

**Answer: A**

Explanation:

In the Nonprofit Success Pack (NPSP), Salesforce implements strict data integrity guardrails to prevent the accidental loss of financial history. One of the most critical protections involves the deletion of Account records that have associated "financial" records.

According to NPSP documentation and standard database behavior:

\* Opportunity Protection: An Account cannot be deleted if it has any associated Opportunity (Donation) records that are in a

"Closed/Won" stage. This is a hard-coded safety feature in NPSP's trigger framework.

\* The Error Message: When a user attempts to delete the Household Account, the system will halt the operation and display an error message such as: "This Account has Opportunities. You must delete all Opportunities before you can delete this Account."

\* Audit Integrity: This ensures that the organization's total revenue figures remain accurate. If a household gave \$1,000 last year, deleting that account would "orphan" or delete those gifts, leading to a reconciliation nightmare in the general ledger.

Regarding other objects:

\* Affiliations and Relationships (Option C): These are child records of the Contact, not the Account. If you were deleting a Contact, these might be impacted, but they do not typically prevent the deletion of the parent Account directly; the primary blocker is the financial transaction.

\* Option A and B: These are incorrect because they imply the operation would either complete silently or be ignored without feedback. Salesforce always provides a clear error when a trigger validation (like NPSP's Opportunity check) fails.

To successfully delete such an account, the admin would first have to delete (or re-parent) the Closed/Won Opportunities.

#### NEW QUESTION # 41

The admin at a nonprofit is implementing Salesforce Shield in its org to enable field platform encryption.

What are three NPSP considerations when implementing Shield Platform Encryption? (Choose 3)

- A. The NPSP Data Import object supports encryption of all fields in the import batch.
- B. NPSP Data Import is unable to perform Custom Unique Id matching on Accounts and Contacts with an encrypted field.
- C. If the Role Name field is encrypted on the NPSP Partial Soft Credit object, the nightly Soft Credit rollups fail.
- D. Fields on the NPSP Address object can be encrypted, but encryption is unavailable for address fields on the Account and Contact object.
- E. The NPSP MergeContacts list button on Contact list views will fail if the Contact Name is encrypted.

**Answer: B,C,E**

Explanation:

Salesforce Shield Platform Encryption provides high-level security, but it has significant "functional trade-offs" because the system cannot "read" encrypted data in the same way it reads plain text for certain automated processes.

Three Critical NPSP Considerations:

\* Soft Credit Rollup Failure (C): NPSP's Customizable Rollups often use the Role Name on the Partial Soft Credit object to determine how to aggregate credits. Because encryption prevents the database from performing "Group By" or "Where" queries on that field effectively, the nightly rollup jobs will fail to process those credits.

\* Merge Contacts Failure (D): The NPSP Contact Merge tool relies on identifying and comparing names. If the Contact Name is encrypted, the SOSL/SOQL queries used by the "Merge" button cannot properly index or find the records, rendering the specialized NPSP merge interface unusable.

\* Data Import Matching (E): The NPSP Data Importer relies heavily on "Matching Rules." If you are trying to match a legacy donor ID or a custom unique ID that has been encrypted, the system cannot perform the "Exact Match" check needed to prevent duplicates during the import process.

Why other options are incorrect:

\* Option A: Standard address fields on Account/Contact can be encrypted with Shield, so this is not a limitation.

\* Option B: The Data Import object does not support "all fields" for encryption; like most objects, it has specific supported field types and limits.

#### NEW QUESTION # 42

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I took out my flash drive and gave him an upgrade, he laughs, NP-Con-102 and Saluzzi resigned a few months later to attend the Kenan-Flagler Business School of the University of North Carolina.

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