

# Successfully Get the Quality Salesforce NP-Con-101 Exam Questions



We are so popular for that we have a detailed and perfect customer service system. Firstly, only 5 to 10 minutes after the customer's online payment of NP-Con-101 actual exam is successful, you can receive an email from the customer service and immediately start learning. We also have dedicated staff to check and update NP-Con-101 Exam Questions every day, so you can get the latest information of NP-Con-101 exam materials whenever you buy it. Secondly, we provide 24-hour round-the-clock service to customers. We can solve any problems about NP-Con-101 study materials for you whenever and wherever you need it.

If you want to NP-Con-101 practice testing the product of Real4dumps, feel free to try a free demo and overcome your doubts. A full refund offer according to terms and conditions is also available if you don't clear the Salesforce NP-Con-101 Practice Test after using the Salesforce Certified Nonprofit Success Pack Consultant (NP-Con-101) exam product. Purchase Real4dumps best NP-Con-101 study material today and get these stunning offers.

>> Latest NP-Con-101 Version <<

## Exam NP-Con-101 Bootcamp | NP-Con-101 Current Exam Content

Though there are three versions of the NP-Con-101 training braindumps: the PDF, Software and APP online. I like the Software version the most. This version of our NP-Con-101 training quiz is suitable for the computers with the Windows system. It is a software application which can be installed and it stimulates the real exam's environment and atmosphere. It builds the users' confidence and the users can practice and learn our NP-Con-101 learning guide at any time.

## Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q187-Q192):

### NEW QUESTION # 187

A nonprofit enters donation data both into Salesforce and an external accounting system to reconcile. This process is time-consuming.

What should the consultant recommend to reduce manual data entry and improve efficiency?

- A. Advanced Mapping

- B. Data Import Wizard
- C. NPSP Data Importer Templates
- **D. Accounting Subledger**

**Answer: D**

Explanation:

To reduce manual data entry and improve efficiency when entering donation data into both Salesforce and an external accounting system, the consultant should recommend using the Accounting Subledger:

Accounting Subledger:

The Accounting Subledger in NPSP provides a way to sync financial data between Salesforce and external accounting systems.

It ensures that donation data entered in Salesforce is automatically available for reconciliation and reporting in the accounting system.

Setting Up Accounting Subledger:

Install and configure the Accounting Subledger from the AppExchange.

Define the mapping between Salesforce donation records and the corresponding records in the accounting system.

Set up integration rules to automatically sync data based on predefined triggers and schedules.

Benefits:

Reduces manual data entry by automating the transfer of donation data.

Ensures data consistency and accuracy across systems.

Provides real-time visibility into financial data for better decision-making.

By using the Accounting Subledger, the nonprofit can streamline its data entry processes and improve overall efficiency.

Salesforce AppExchange: Accounting Subledger

Nonprofit Success Pack (NPSP) Documentation: Financial Management and Integration

### NEW QUESTION # 188

The development director at a nonprofit needs to track grant lifecycles using NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments.

How should the consultant model payments, applications, reporting deadlines, and actions in NPSP for the grant seeking institution?

- A)
- B)
- C)
- D)

- **A. Option B**
- B. Option A
- C. Option D
- D. Option C

**Answer: A**

Explanation:

To track grant lifecycles using the Nonprofit Success Pack (NPSP), including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments, the consultant should model the components as follows:

Payments = Opportunities with Payments:

Use the Opportunities object in Salesforce to track each grant awarded.

For each Opportunity, create related Payment records to track individual disbursements or installments of the grant amount.

Applications = Deliverables:

Utilize the Deliverables object to track the application process for grants.

Create Deliverable records to capture key details such as submission deadlines, requirements, and statuses.

Reporting Deadlines = Deliverables:

Similar to applications, use the Deliverables object to track reporting deadlines.

Create Deliverable records for each required report, specifying due dates and completion statuses.

Actions = Activities:

Use the Activities object to assign tasks and actions to staff members.

Create Task records for actions related to the grant, such as follow-ups, meetings, and communications.

This configuration ensures that all aspects of the grant lifecycle are tracked effectively within Salesforce, leveraging NPSP's capabilities to manage opportunities, payments, deliverables, and activities.

Salesforce Nonprofit Success Pack Documentation: Detailed instructions on using Opportunities, Payments, Deliverables, and

Activities in NPSP.

Salesforce Help Documentation: Opportunities, Activities, Payments, Deliverables.

Top of Form

Bottom of Form

<https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2020-09-19.q37/the-development-director-at-a-nonprofit-needs-to-track-grant-lifecycles-using-the-npsp-including-assignin>

### NEW QUESTION # 189

A nonprofit organization wants to manage its social media presence by being able to listen to what constituents are saying about the organization on social media, measure its impact, and manage it from a mobile app. What should the consultant recommend?

- A. Pardot
- **B. Social Studio**
- C. Live Message
- D. Google Analytics

**Answer: B**

Explanation:

For managing social media presence, listening to constituents, measuring impact, and managing activities from a mobile app, Salesforce's Social Studio is the recommended tool.

Social Studio Overview:

Social Studio is a powerful social media management tool within Salesforce.

It provides capabilities for social listening, publishing, engagement, and analytics across multiple social media platforms.

Features and Capabilities:

Social Listening:

Monitor social media channels for mentions, comments, and conversations about the organization.

Identify trends and sentiment to understand constituent engagement and feedback.

Publishing:

Schedule and publish content across multiple social media platforms.

Manage social media campaigns and track their performance.

Engagement:

Interact with constituents directly from the platform.

Manage responses and engage with the audience in real-time.

Analytics:

Measure the impact of social media activities.

Use dashboards and reports to gain insights into engagement, reach, and sentiment.

Mobile App Management:

Social Studio includes a mobile app that allows users to manage social media activities on the go.

This ensures that social media management is not limited to the desktop and can be handled efficiently from anywhere.

Implementation:

Set up Social Studio within the Salesforce environment.

Configure social media accounts and start tracking and managing social media activities.

CertGod Nonprofit Cloud Consultant study guide: "Social Studio".

### NEW QUESTION # 190

A family foundation wants to use Salesforce to track its funding of dozens of projects using a Campaign for each project. The foundation has a goal of funds to disperse, and it is important that the foundation can track year over year goals for each project. What should a consultant recommend for the foundation to track progress?

- A. Create a process that populates custom fields for each year and project on Opportunities.
- B. Create a custom object for year and a custom object for project to track.
- **C. Create a Campaign hierarchy for project and year.**
- D. Create reports with bucketing and filters.

**Answer: C**

Explanation:

Creating a Campaign hierarchy is the most effective way to track funding for projects and monitor year-over-year goals in

Salesforce. Campaign hierarchies allow for organizing campaigns in a structured manner, making it easy to roll up data and track progress across different levels. Here's how to set this up:

Create Parent Campaigns for Years:

For each year, create a parent campaign. For example, "2023 Projects" and "2024 Projects".

Create Sub-Campaigns for Projects:

Under each yearly parent campaign, create sub-campaigns for each project. For instance, "2023 Projects" can have sub-campaigns like "Project A", "Project B", etc.

Link Sub-Campaigns to Parent Campaigns:

Use the Parent Campaign lookup field to link each project campaign to its respective year campaign. This establishes the hierarchy.

Track Goals and Progress:

Use Campaign fields to set goals and track actual amounts. Fields like "Campaign Member Status", "Amount Raised", and custom fields can be used to track the funding and progress.

Use roll-up summary fields to aggregate data from sub-campaigns to parent campaigns.

Reporting and Dashboards:

Create reports and dashboards to monitor the progress of each project and year-over-year comparisons. Use the Campaign Hierarchy feature in reports to show aggregated data.

By setting up a Campaign hierarchy, the foundation can easily track the funding, manage goals, and compare progress year-over-year.

"Campaign Hierarchies" from Salesforce Help: Campaign Hierarchies

"Managing Campaigns in NPSP" from Salesforce.org: Managing Campaigns

### NEW QUESTION # 191

A nonprofit needs to send automated renewal emails on a 30/60/90/180-day cadence. Each email template needs to be different based on the members' website visits.

Which solution should a consultant recommend?

- A. Workflow
- B. Apex
- C. Pardot
- D. Flow

**Answer: C**

Explanation:

To send automated renewal emails on a 30/60/90/180-day cadence with different email templates based on members' website visits, Pardot is the recommended solution:

Pardot for Email Automation:

Pardot is Salesforce's B2B marketing automation solution that can handle complex email automation requirements.

It allows you to create automated email campaigns based on specific triggers and criteria, such as website visits and renewal dates.

Setting Up Pardot Automation:

Create dynamic lists in Pardot that segment members based on their renewal dates (30/60/90/180 days).

Design and create different email templates for each segment.

Use Pardot's Engagement Studio to build automated workflows that send the appropriate email template to each segment based on the criteria.

Tracking and Reporting:

Pardot provides detailed tracking and reporting on email engagement, allowing you to monitor the effectiveness of your renewal campaigns.

Using Pardot, the nonprofit can create personalized and timely renewal emails, improving member engagement and renewal rates.

Salesforce Pardot Documentation

Trailhead: Automate Marketing to Businesses with Pardot

### NEW QUESTION # 192

.....

As a working person, the Salesforce NP-Con-101 practice exam will be a great help because you are left with little time to prepare for the Salesforce NP-Con-101 certification exam which you cannot waste to make time for the Salesforce NP-Con-101 Exam Questions. You can find yourself sitting in your dream office and enjoying the new opportunity.

**Exam NP-Con-101 Bootcamp:** [https://www.real4dumps.com/NP-Con-101\\_examcollection.html](https://www.real4dumps.com/NP-Con-101_examcollection.html)

