

# Nonprofit-Cloud-Consultant Reliable Exam Voucher - Nonprofit-Cloud-Consultant Valid Test Tips



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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q35-Q40):

### NEW QUESTION # 35

A large nonprofit is a social enterprise that functions like a for-profit corporation. The funding the nonprofit tracks in Salesforce only comes from corporations. The nonprofit needs to manage Leads and track its Opportunity pipeline. Which account model should the consultant recommend?

- A. Person Account Model without NPSP
- B. One-to-One Account Model in NPSP
- C. Individual Account Model in NPSP

- D. Standard Account Model without NPSP

**Answer: D**

Explanation:

For a large nonprofit that functions like a for-profit corporation and tracks funding exclusively from corporations, the Standard Account Model without NPSP is the most suitable choice. This model allows the nonprofit to manage Leads and track its Opportunity pipeline effectively, focusing on corporate accounts.

Benefits of the Standard Account Model:

**Simplicity:** The Standard Account Model is straightforward and designed for organizations that do not need the additional features provided by NPSP.

**Corporate Focus:** It is well-suited for managing corporate accounts and opportunities without the additional complexities of individual or household account models.

Steps to Implement:

Set Up Standard Account Model:

Use the default Salesforce setup for Accounts, Contacts, Leads, and Opportunities.

Customize as Needed:

Customize the standard objects and fields to align with the nonprofit's specific requirements for tracking corporate funding.

Reference:

Salesforce Standard Account Model Documentation

Salesforce Trailhead: Manage Accounts and Opportunities

**NEW QUESTION # 36**

A nonprofit wants to be in full compliance with Salesforce best practices for data security and has asked its consultant for an evaluation. Which tool should the consultant use to provide this assessment?

- A. Salesforce Optimizer
- B. Shield Platform Encryption
- C. NPSP Health Check
- D. Salesforce Health Check

**Answer: D**

Explanation:

To provide a comprehensive assessment of data security best practices, the consultant should use the native Salesforce Health Check.

What Salesforce Health Check provides:

- \* Security Baseline: It compares the organization's current security settings against the Salesforce Recommended Baseline.
- \* Scoring: It provides an overall "Health Score" (0-100%).
- \* Specific Evaluations: It analyzes critical security settings, including:
  - \* Password Policies: Complexity, expiration, and lockout settings.
  - \* Session Settings: Timeout values and whether "secure cookies" are required.
  - \* Network Security: IP ranges and multi-factor authentication requirements.
  - \* File Settings: Restrictions on file types and downloads.
- \* Actionable Advice: For every setting that does not meet the baseline, it provides a "Fix It" link or instructions on how to bring the setting into compliance.

Why other options are incorrect:

- \* Salesforce Optimizer (Option C): This is a general "maintenance" tool. It checks for unused fields, limits, and technical debt. While it has some security checks, it is not a dedicated security assessment tool.
- \* NPSP Health Check (Option D): This is specifically for data integrity within NPSP (e.g., checking if rollups are working or if households have addresses). It does not evaluate the underlying Salesforce platform security settings.
- \* Shield (Option B): This is a product (a set of security features) you can buy, not an assessment tool to evaluate current compliance.

**NEW QUESTION # 37**

A consultant is tasked with implementing NPSP for a UK-based nonprofit. One of their requirements is to localize the US-focused labels of some NPSP fields, such as replacing all references to Organization with Organisation.

What should the consultant do to meet the requirement?

- A. Override the default English labels in Translation Workbench.
- B. Create a support case to change the label.
- C. **Activate English (UK) In Language Settings.**
- D. Rework the field label in Setup.

**Answer: C**

#### **NEW QUESTION # 38**

The program team at a nonprofit organization has identified a best practice for a set of activities and tasks that help participants achieve their intermediary and top milestones and goals.

Program Managers must be able to assign these standardized processes to the participant but must have the flexibility to edit the processes for each individual case.

What should be used?

- A. **Care Plan Templates**
- B. Milestones and Life Events
- C. Record-Triggered Flows

**Answer: A**

#### **NEW QUESTION # 39**

A nonprofit receives many tribute gifts and wants to ensure that the person being honored by the gift consistently receives the proper soft credit.

How should the consultant advise them to configure this in NPSP?

- A. In the New Donation entry screen populate the Honoree lookup field.
- B. Set the Contact Role for individual Opportunities to Honoree.
- C. Enable Advanced Mapping and map the Honoree to Honoree Opportunity Contact Role.
- D. **Set up Automatic Opportunity Contact Roles and enter Honoree for Honoree Opportunity Contact Role.**

**Answer: D**

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/opportunity-settings-in-nonprofit-success-pack/set-up-soft-credits-nfsp>

<https://trailhead.salesforce.com/en/content/learn/modules/donation-soft-credit-management-with-nonprofit-success-pack/create-and-manage-soft-credits> Need to read about Honoree and Soft credit in detail

#### **NEW QUESTION # 40**

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