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Salesforce Certified Nonprofit Cloud Consultant (SP20) Exam is an essential certification for professionals who want to specialize in the nonprofit sector. Nonprofit-Cloud-Consultant Exam is designed to test a candidate's knowledge of the Salesforce Nonprofit Cloud platform and their ability to apply that knowledge to help nonprofit organizations achieve their goals. The Salesforce Nonprofit Cloud is a powerful tool that helps nonprofits effectively manage their donors, volunteers, programs, and fundraising efforts.

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions

(Q35-Q40):

NEW QUESTION # 35

In the NPSP Data Import Template, the Account fields should contain which two types of information?

Choose 2 answers

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

Answer: A,D

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 # 36

A development director needs to understand which organizations have given to the nonprofit in some year prior to the current, but have not contributed to the nonprofit in the current year. How should the consultant accomplish this task?

- A. Customize the date range on the NPSP SYBUNT report for Contacts
- B. **Customize the date range on the NPSP SYBUNT report for Accounts**
- C. Customize the date range on the NPSP LYBUNT report for Accounts
- D. Create an Opportunity report that compares Contact donations from the previous fiscal year to the current

Answer: B

Explanation:

To identify organizations that have donated to the nonprofit in some year prior to the current year but have not contributed in the current year, the NPSP SYBUNT (Some Year But Unfortunately Not This year) report can be customized. Here's how to do it:

* Navigate to the NPSP SYBUNT Report:

* Go to the Reports tab.

* Find and open the NPSP SYBUNT report template.

* Customize the Date Range:

* Click on the "Filters" pane.

* Adjust the date range filters to include donations from the desired prior years and exclude the current year.

* Modify Report Criteria:

* Ensure the report is filtering by Account to get the organization-level data.

* Add additional filters if necessary to refine the report (e.g., specific campaign or donation types).

* Run the Report:

* Save and run the report to get a list of organizations that have donated in previous years but not in the current year.

By customizing the date range on the NPSP SYBUNT report for Accounts, you can easily identify and target these lapsed donors for re-engagement campaigns.

"Using NPSP Reports" from Salesforce Help: NPSP Reports

"SYBUNT and LYBUNT Reports in NPSP" from Salesforce.org: SYBUNT and LYBUNT

NEW QUESTION # 37

A nonprofit organization created a custom Opportunity name for all organization donations.

Which two considerations should the consultant discuss with the organization? Choose 2 answers

- A. The custom naming convention only applies to new Opportunities of matching record types; it is not retroactive.
- B. **The organization should change existing Opportunities to the new naming convention by using the**

"Refresh All Opportunity Names" button in Bulk Data Processes.

- C. The organization should change existing Opportunities to the new naming convention through an upsert.
- D. The organization should only change existing Opportunities to the new naming convention by using the "Refresh Name" action.

Answer: B,D

NEW QUESTION # 38

The admin at a nonprofit wants to delegate authority to two specific users to process gift entries.

Which three permissions should the consultant add to a permission set so the users can perform this work with only the necessary level of access?

Choose 3 answers

- A. Grant create and edit access to all required objects and fields.
- B. Grant visibility to the Gift Entry tab.
- C. Grant create, edit and delete access to all required objects and fields.
- D. Grant the View All Data permission.
- E. Grant access to BDI_BatchOverride and BDI_DataImport Visualforce pages.

Answer: B,C,E

Explanation:

To delegate authority to specific users for processing gift entries, the consultant should add the following permissions to a permission set:

Grant visibility to the Gift Entry tab:

This permission ensures that users can access the Gift Entry tab where they can process and manage gift entries.

Grant create, edit, and delete access to all required objects and fields:

Users need full CRUD (Create, Read, Update, Delete) access to objects and fields related to gift processing such as Donations, Payments, and any custom fields or objects involved in the gift entry process.

This level of access is essential for users to accurately record, update, and manage gift entries.

Grant access to BDI_BatchOverride and BDI_DataImport Visualforce pages:

These Visualforce pages are part of the Batch Data Import (BDI) functionality in NPSP, which is used for batch processing of gift entries.

Access to these pages allows users to override batch data and perform data imports necessary for processing gifts.

Reference:

Salesforce documentation on Gift Entry permissions: Gift Entry Permissions

NEW QUESTION # 39

A nonprofit has engaged a consultant to help export detailed accounting transactions to its existing external financial system using Accounting Subledger. The nonprofit requires export of all pledges when they are booked.

Which solution should the consultant recommend?

- A. Upgrade Accounting Subledger from Starter Edition to Growth Edition.
- B. Set "Pledged" stage to "Finalized" in Stage to State Mapping.
- C. Set "Pledged" stage to "Committed" in Stage to State Mapping.
- D. Use Process Builder to create Ledger Entries on Opportunity update.

Answer: C

Explanation:

Explanation

<https://powerofus.force.com/s/article/ASL-Automate-Stage-to-State-Mappings>

NEW QUESTION # 40

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