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Nonprofit Success Pack



What is more difficult is not only passing the Salesforce Certified Nonprofit Success Pack Consultant certification exam, but the acute anxiety and the excessive burden also make the candidate nervous to qualify for the Salesforce NP-Con-101 Certification. If you are going through the same tough challenge, do not worry because ValidTorrent is here to assist you.

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>> Latest NP-Con-101 Test Simulator <<

Test NP-Con-101 Passing Score, NP-Con-101 Latest Exam Answers

The software keeps track of the previous Salesforce Certified Nonprofit Success Pack Consultant (NP-Con-101) practice exam attempts and shows the changes of each attempt. You don't need to wait days or weeks to get your performance report. The software displays the result of the Salesforce NP-Con-101 Practice Test immediately, which is an excellent way to understand which area needs more attention.

Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q162-Q167):

NEW QUESTION # 162

A system admin used NPSP Contact Merge and notices the number of household accounts has changed from 12,345 to 12,300 and is concerned that accounts have been lost.

What is the likely cause for the missing accounts?

- A. The merge automatically creates Household Accounts.
- **B. The merge automatically deletes any empty Household Accounts without Contacts or Opportunities.**
- C. The merge converts Household Accounts to Household custom object records.
- D. The merge combines Household Accounts with Contacts.

Answer: B

Explanation:

<https://powerofus.force.com/s/article/NPSP-Merging-Contacts>

When using the NPSP Contact Merge functionality, any empty Household Accounts that do not have associated Contacts or Opportunities are automatically deleted. This is likely the cause of the reduction in the number of household accounts noticed by the system administrator.

Steps to Verify:

Check Merge Settings:

Review the settings and configuration of the NPSP Contact Merge process to understand its behavior regarding empty Household Accounts.

Review Audit Logs:

Check the Salesforce audit logs to see the details of the merge operations and confirm that empty Household Accounts were deleted.

Restore if Necessary:

If the deletion of empty Household Accounts was unintended, use data recovery options to restore any necessary records.

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Merge Duplicate Records in Nonprofit Success Pack

NEW QUESTION # 163

Donations made by nonprofit volunteers are captured on a spreadsheet monthly. The nonprofit utilizes NPSP and Volunteers for Salesforce.

Which two NPSP Data Import features will streamline the import of these donations?

Choose 2 answers

- A. Schedule a Batch by checking the Process Using Scheduled Job checkbox.
- B. Schedule a Batch by updating the NPSP Scheduled Batches.
- **C. Create a Batch and map Opportunity Primary Contact on First and Last Name.**
- **D. Create a Batch and match Contact on First and Last Name.**

Answer: C,D

Explanation:

To streamline the import of donations made by nonprofit volunteers using NPSP Data Import features, the following steps are recommended:

Create a Batch and Map Opportunity Primary Contact on First and Last Name:

When creating a data import batch, you can map the Opportunity Primary Contact based on the First and Last Name. This ensures that the donation is linked to the correct contact in Salesforce.

Create a Batch and Match Contact on First and Last Name:

During the import process, create a batch and use the matching criteria based on the Contact's First and Last Name. This helps in accurately matching the donations to the existing contacts in Salesforce, reducing duplicate records and maintaining data integrity.

Steps to Implement:

Navigate to NPSP Data Import.

Create a new Batch.

Map the fields appropriately, ensuring the Opportunity Primary Contact and Contact matching criteria are based on First and Last Name.

Validate the mapping and run the batch to import the donation data.

These features help automate and streamline the data import process, ensuring accurate and efficient data management.

Nonprofit Success Pack (NPSP) Documentation: Data Import

Salesforce Help: Managing Batches and Data Import

NEW QUESTION # 164

A nonprofit has a large volume of data across multiple objects in Salesforce and external databases. The nonprofit needs to quickly query data across its systems to get insights on any device about the impact it is having.

Which solution should the consultant recommend?

- A. Salesforce Connect
- B. External Objects
- **C. CRM Analytics**
- D. Salesforce Reports & Dashboards

Answer: C

Explanation:

To quickly query data across multiple systems and get insights on any device about the impact the nonprofit is having, the consultant should recommend:

CRM Analytics (formerly known as Tableau CRM or Einstein Analytics):

CRM Analytics allows for advanced data analysis, visualization, and reporting. It can integrate data from multiple Salesforce objects and external sources, providing comprehensive insights across systems. It is designed to work seamlessly on various devices, ensuring accessibility and usability.

NEW QUESTION # 165

A Household Account has Contacts with Recurring Donations, Relationships, and closed/won donations associated with it. What happens when a system administrator attempts to delete this Household Account record?

- A. There is an error message because there are relationships associated with the Contacts in this Account.
- **B. There is an error message because there are closed/won donations associated with the Account record.**
- C. The Household Account record is deleted.
- D. There is an error message because there are recurring donations associated with the Contacts in this Account.

Answer: B

Explanation:

When a system administrator attempts to delete a Household Account record that has Contacts with Recurring Donations, Relationships, and closed/won donations, Salesforce will display an error message due to the presence of closed/won donations associated with the Account record.

Log in to Salesforce: Access the Salesforce org where NPSP is installed.

Navigate to the Household Account:

Go to the Accounts tab and locate the Household Account record.

Attempt to Delete the Account:

Try to delete the Household Account record.

Salesforce will prevent the deletion and display an error message because there are closed/won donations linked to this Account.

Review Associated Records:

Check for closed/won Opportunities and other related records that are preventing deletion.

If necessary, consider reassigning or archiving these records instead of deleting the Household Account.

This safeguard ensures data integrity by preventing the loss of critical financial records.

NEW QUESTION # 166

A gift officer successfully imported a small list of donors and their donations. The gift officer wants to add these donors to a Campaign from an Opportunities report but the "Add to Campaign" option is not available. The gift officer wants to add donors to a Campaign from a report. What should the consultant recommend?

- A. Create a joined report with Opportunities and Campaigns
- B. Export the Opportunity report results and import the list of donors as Campaign Members using the Data Import Wizard
- C. Go to Setup and add the "Add to Campaign" button to the report type
- **D. Create a report type that includes Contacts such as the Opportunities with Contact Roles report type**

Answer: D

Explanation:

To add donors to a Campaign from an Opportunities report, the report must include Contact records. The correct approach is to create a report type that includes Contacts, such as the Opportunities with Contact Roles report type.

Creating the Report:

Navigate to the Reports tab and click "New Report."

Select the "Opportunities with Contact Roles" report type. This report type includes both Opportunity and Contact records.

Configuring the Report:

Add the necessary filters to include the desired Opportunities and their related Contacts.

Customize the report to display relevant fields, such as Contact Name and Opportunity Amount.

Adding to Campaign:

Once the report is configured and run, select the Contacts you want to add to the Campaign.

Use the "Add to Campaign" button available in the report to add these Contacts as Campaign Members.

Benefits of This Approach:

Ensures that the Campaign Members are correctly linked to the Opportunity records.

Streamlines the process of managing Campaigns and associated donor information.

Additional Steps:

Ensure that the "Add to Campaign" button is enabled for the report type in Setup if it is not already visible.

CertGod Nonprofit Cloud Consultant study guide: "Create a report type that includes Contacts such as the Opportunities with Contact Roles report type".

NEW QUESTION # 167

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