

# NP-Con-101 Study Group & New NP-Con-101 Exam Sample



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>> NP-Con-101 Study Group <<

## New NP-Con-101 Exam Sample, Test NP-Con-101 Question

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## Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q43-Q48):

### NEW QUESTION # 43

A nonprofit has a large volume of contacts, accounts, and address records and wants to migrate all of its data into NPSP. What are two considerations?

Choose 2 answers

- A. Managing multiple addresses introduces more complexity.
- B. Three addresses per contact or organization can be migrated into NPSP.
- C. Address records consume additional data storage.
- D. The default address is updated on a nightly basis.

**Answer: A,C**

Explanation:

When migrating a large volume of contacts, accounts, and address records into NPSP, the following considerations are important:

#### Managing Multiple Addresses:

NPSP allows for multiple addresses per contact or account, which can introduce additional complexity in managing and maintaining these records.

It is essential to have a clear strategy for handling primary, mailing, and other types of addresses to ensure data consistency and accuracy.

#### Data Storage Consumption:

Each address record consumes additional data storage in Salesforce.

Nonprofits should be aware of their data storage limits and plan accordingly to avoid running out of storage space.

Consider archiving old or inactive address records to manage storage usage efficiently.

These considerations help ensure a smooth data migration process and ongoing data management within NPSP.

Salesforce Help: Managing Addresses in NPSP

Nonprofit Success Pack (NPSP) Documentation: Data Management and Storage

#### NEW QUESTION # 44

A nonprofit wants to manage incoming donations, and provide a portal for its constituents and staff members. The nonprofit also wants to create a new web experience for constituents.

Which solution should a consultant recommend?

- A. NPSP with Program Management Module
- B. NPSP with Account Engagement
- C. NPSP with Accounting Subledger
- **D. NPSP with Experience Cloud**

**Answer: D**

#### Explanation:

To manage incoming donations, provide a portal for constituents and staff members, and create a new web experience for constituents, a consultant should recommend:

NPSP with Experience Cloud:

Experience Cloud (formerly known as Community Cloud) enables nonprofits to build branded portals for their constituents and staff.

It facilitates creating a self-service portal, donation management, and community engagement all in one platform.

#### NEW QUESTION # 45

A system admin is trying to figure whether the nonprofit's internal release schedule conflicts with either Salesforce.com or Salesforce.org major releases.

What are two facts about Salesforce.org major releases the consultant could share with the admin?

Choose 2 answers

- A. Salesforce.org major releases follow the same schedule as Salesforce.com releases.
- **B. Salesforce.org major releases arrive approximately one month after Salesforce.com releases.**
- **C. The Salesforce.org release schedule can be found on the SFDO Major Release Announcements group.**
- D. The Salesforce.org release schedule can be found on the Salesforce Trust website.

**Answer: B,C**

#### Explanation:

Salesforce.org major releases are typically scheduled to follow Salesforce.com releases by about one month. This staggered release schedule allows nonprofits to prepare for updates and ensures that they can address any potential conflicts with their internal release schedules. The Salesforce.org release schedule is available on the SFDO Major Release Announcements group, which provides detailed information on upcoming releases and related resources.

#### Steps:

Inform the system admin that Salesforce.org releases follow Salesforce.com releases by approximately one month.

Direct the system admin to the SFDO Major Release Announcements group for the latest release schedule information.

Encourage the admin to plan internal releases accordingly to avoid conflicts with major Salesforce updates.

Stay informed about upcoming releases and leverage available resources to ensure smooth transitions.

CertGod Nonprofit Cloud Consultant Guide: Provides information on the release schedules and where to find them.

Salesforce.org Major Release Announcements Group: Source for detailed release schedules and updates.

### NEW QUESTION # 46

A nonprofit on Unlimited Edition uses direct mail extensively as a fundraising channel. The nonprofit wants to automate the search for duplicate contact records.

What should the consultant recommend implementing?

- A. Matching Rules
- B. Duplicate Rules
- **C. Duplicate Jobs**
- D. Scheduled Apex Jobs

**Answer: C**

Explanation:

For a nonprofit using direct mail extensively and needing to automate the search for duplicate contact records, the consultant should recommend implementing Duplicate Jobs. Here's why:

Duplicate Jobs:

Duplicate Jobs allow organizations to run deduplication processes on a schedule, ensuring that the data remains clean and free from duplicates.

This feature can be configured to find and merge duplicate contacts based on predefined matching rules.

It helps maintain data quality by regularly identifying and managing duplicate records, which is essential for effective direct mail campaigns.

Salesforce Duplicate Management Documentation

Salesforce Nonprofit Success Pack Duplicate Management Guide

### NEW QUESTION # 47

How can a gift officer determine if an acknowledgment letter was sent for a donation?

- **A. Check the Acknowledgement Status picklist value on the Opportunity object.**
- B. Check the Status picklist value on the Task object.
- C. Check if the Campaign Member status is set to "Acknowledged".
- D. Check the Acknowledgement Status picklist value on the Contact object.

**Answer: A**

Explanation:

To determine if an acknowledgment letter was sent for a donation, the best approach is to check the "Acknowledgement Status" picklist value on the Opportunity object. Here's how you can do it:

Navigate to the Opportunity Object:

Go to the App Launcher and find Opportunities.

Add the Acknowledgement Status Field:

Ensure that the "Acknowledgement Status" field is included in the Opportunity page layout.

Navigate to Setup.

In the Object Manager, select Opportunity.

Go to Page Layouts and add the "Acknowledgement Status" field to the relevant layout if it is not already there.

Review the Acknowledgement Status:

Open the Opportunity record for the donation in question.

Look for the "Acknowledgement Status" field to see if it indicates that the acknowledgment letter has been sent.

Automate Tracking (Optional):

Use workflows or Process Builder to update the "Acknowledgement Status" automatically when certain conditions are met, such as when a task related to sending an acknowledgment letter is marked complete.

Salesforce Nonprofit Success Pack (NPSP) Documentation: Managing Acknowledgments Salesforce Trailhead: Opportunities and Donations

### NEW QUESTION # 48

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