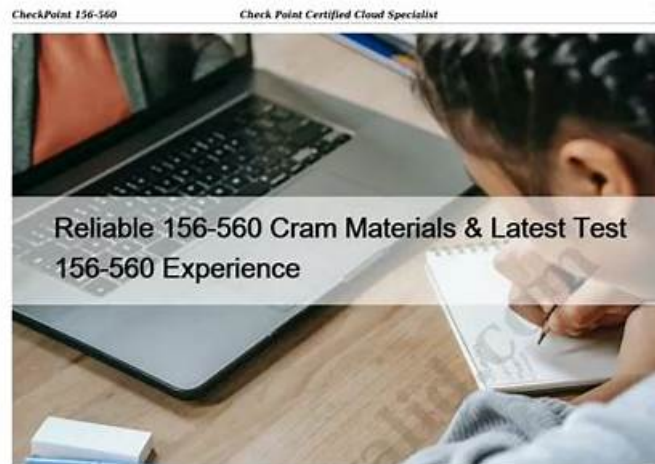


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Salesforce Nonprofit-Cloud-Consultant exam is designed for professionals who specialize in providing Salesforce solutions to nonprofit organizations. Nonprofit-Cloud-Consultant exam is designed to test a candidate's knowledge of the Salesforce Nonprofit Cloud platform, including its features, capabilities, and best practices. Those who pass the exam earn the Salesforce Certified Nonprofit Cloud Consultant (SP20) credential, which is recognized and valued by nonprofit organizations worldwide.

Salesforce Nonprofit-Cloud-Consultant Certification Exam is designed specifically for individuals who are interested in working with nonprofit organizations, whether as employees or consultants. Nonprofit-Cloud-Consultant exam is intended to validate the skills and knowledge of individuals who work with the Salesforce Nonprofit Cloud, which is a powerful tool for managing donor relationships, fundraising campaigns, and volunteer management.

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q150-Q155):

NEW QUESTION # 150

A nonprofit is embarking on an organization implementation to replace numerous outdated systems. A consultant recommends establishing a Lean Governance Framework to ensure compliance, assess risk, and roll out a successful implementation for all users. Which component is a key process of the Lean Governance Framework?

- A. Software Development Lifecycle
- B. Power user feedback
- C. End user management
- D. Executive buy-in

Answer: A

Explanation:

A key process of the Lean Governance Framework recommended for ensuring compliance, assessing risk, and rolling out a successful implementation is the Software Development Lifecycle (SDLC).

Software Development Lifecycle (SDLC):

SDLC is a framework that defines the processes and stages involved in software development from initial planning through to deployment and maintenance.

Implementing SDLC as part of Lean Governance ensures that all software changes are thoroughly planned, tested, and reviewed, reducing the risk of errors and ensuring compliance with organizational standards.

Reference:

Components of SDLC in Lean Governance:

Planning: Defining project goals, scope, and requirements.

Design: Creating design specifications and architecture.

Development: Actual coding and development of software.

Testing: Rigorous testing to ensure software meets all requirements and is free of defects.

Deployment: Releasing the software to users.

Maintenance: Ongoing support and updates.

NEW QUESTION # 151

A nonprofit receives a check that includes donations from several donors for a specific program the nonprofit runs.

Which two features should a consultant configure to track this gift?

Choose 2 answers

- A. Multiple Payments
- B. Partial Soft Credits
- C. Recurring Donations
- D. GAU Allocations

Answer: A,D

NEW QUESTION # 152

A consultant is setting up a governance framework as part of a nonprofit organization implementation. Which three elements should be included in a Salesforce-recommended governance structure? Choose 3 answers

- A. Center of Excellence
- B. Agile Methodology
- C. Design Standards
- D. Release Management
- E. Rules of Engagement

Answer: A,D,E

Explanation:

A Salesforce-recommended governance structure for nonprofit organizations ensures the implementation runs smoothly and effectively. It typically includes the following elements:

Release Management: This ensures that changes are systematically planned, tested, and deployed. It involves managing how new features and updates are rolled out to avoid disruption and ensure smooth transitions.

Rules of Engagement: These define how different stakeholders will interact with the system and with each other. It includes protocols and guidelines for communication, decision-making, and responsibilities.

Center of Excellence (CoE): This is a dedicated team or a hub of experts that provides leadership, best practices, research, support, and training. A CoE helps ensure that the organization is leveraging Salesforce effectively and efficiently.

Reference:

Salesforce Nonprofit Cloud Implementation Guide

Salesforce Trailhead: Governance Framework

NEW QUESTION # 153

Which two sections should be included in a Salesforce-recommended V2MOM? Choose 2 answers

- A. Virtues
- B. Metrics
- C. In Milestones
- D. Vision
- E. Objectives

Answer: B,D

Explanation:

A Salesforce-recommended V2MOM includes key components that guide an organization's strategic planning and execution. The two sections that should be included are:

Vision:

This section defines what you want to achieve. It sets the overall direction and purpose of the plan. For example, "Increase donor engagement and retention by 20% over the next fiscal year."

Metrics:

This section includes the measures of success. Metrics help track progress and determine if the vision and goals are being met. For example, "Track the number of new donors, donor retention rate, and total donations received." Including these sections ensures that the organization has a clear direction (Vision) and a way to measure success (Metrics), which are critical for strategic planning and execution.

Reference:

"V2MOM: Vision, Values, Methods, Obstacles, and Measures" from Salesforce Blog: V2MOM Framework

NEW QUESTION # 154

An international nonprofit organization works across six different countries in Europe and Africa. The organization relies heavily on volunteers in each country to support its work and wants volunteers to be able to sign up for volunteer jobs on its website.

What is a consideration when setting up Volunteers for Salesforce given this context?

- A. Set up a different Site in Volunteers for Salesforce for each country and set the time zone for the Site to the local time zone so all events will appear as the correct time for the time zone.
- B. Set the Volunteer Job's Website Time Zone field value to the time zone in which the job will take place when creating Volunteer Jobs.
- C. Remove the Start Time and End Time fields from the website template and put the times in the description in the local time zone.

- D. Add text to the Volunteers for Salesforce website informing all volunteers that all time for volunteer jobs and shifts is shown in the time zone of the headquarters and they need to convert the time to their local time zone.

Answer: B

NEW QUESTION # 155

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