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## **Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q197-Q202):**

### NEW QUESTION # 197

The system admin for a nonprofit is receiving a System.DmlException notification. Where should the consultant view detailed information about the notification?

- **A. Error Log**
- B. Event Monitoring
- C. Trigger Configuration
- D. System Overview Page

**Answer: A**

Explanation:

When receiving a System.DmlException notification, the detailed information about the error can be found in the Error Log.

Error Log Overview:

The Error Log captures detailed information about system errors, including DML exceptions.

It provides insights into what caused the error and helps in troubleshooting.

Accessing the Error Log:

Navigate to Setup in Salesforce.

Search for "Apex Jobs" or "Apex Exceptions" in the Quick Find box.

Review the entries to find the relevant System.DmlException details.

Using the Error Log for Troubleshooting:

Identify the Cause: The log provides specific error messages and stack traces that help identify the root cause of the issue.

Corrective Actions: Based on the error details, take corrective actions such as fixing data issues, adjusting code, or updating configurations.

Benefits of Using the Error Log:

Detailed Information: Offers comprehensive details about the error, making it easier to diagnose and resolve.

Efficiency: Reduces time spent on identifying and fixing issues by providing precise error information.

CertGod Nonprofit Cloud Consultant study guide: "Error Log".

### NEW QUESTION # 198

A nonprofit wants to send monthly project updates to donors who have given 10 or more times. The nonprofit wants to add new donors who meet this criteria to the newsletter campaign.

How should a consultant ensure the campaign stays current?

- A. 1. Add standard roll-up fields to the Contact record to calculate total number of gifts.
- **B. 1. Create a Contact report and filter by Total Number of Gifts.**
- C. 1. Create a list view of Opportunities and filter the list by Total Number of Gifts. 2. Run the list view each month and click the Add to Campaign button.
- D. 1. Create a Report of Opportunities, grouped by Primary Contact, and add a filter to exclude donors who fail to meet the

**Answer: B**

Explanation:

To ensure the campaign for monthly project updates to donors who have given 10 or more times stays current, the consultant should:

Create a Contact Report:

Create a report on the Contact object and include a filter to display only those contacts whose total number of gifts meets the criteria (10 or more).

This filter ensures that only the relevant donors are included in the report.

Run the Report Monthly:

Schedule or manually run the report each month to get the updated list of donors.

Use the "Add to Campaign" button to add the contacts from the report to the newsletter campaign, ensuring the campaign list stays current with donors who meet the criteria.

Salesforce Reporting Guide

Salesforce Campaign Management Guide

### NEW QUESTION # 199

A nonprofit stores a government-issued personal identification number on each constituent's Contact record in an encrypted field.

What should a consultant enable on a Permission Set to ensure the personal identification number is fully accessible by a subset of org users'?

- A. Manage Encryption system permission
- B. View All Contact object permission
- **C. View Encrypted Data system permission**
- D. View All Data system permission

**Answer: C**

Explanation:

To ensure that a subset of users can fully access the government-issued personal identification numbers stored in encrypted fields on Contact records, you must enable the "View Encrypted Data" permission in a permission set. This permission allows users to see the actual encrypted data instead of a masked value.

Steps to Enable:

Create or Edit a Permission Set:

Navigate to Setup -> Permission Sets.

Create a new permission set or edit an existing one.

Enable View Encrypted Data:

In the permission set, go to System Permissions.

Enable the "View Encrypted Data" permission.

Assign Permission Set:

Assign the permission set to the appropriate users who need to access the encrypted data.

Salesforce Help: Encrypt Custom Fields

Salesforce Trailhead: Data Security and Encryption

#### **NEW QUESTION # 200**

A nonprofit organization receives a lot of grants, many of which are renewals of previous grants from the same funder. The organization wants to be able to easily access the previous grant information.

What should the consultant advise to capture this in Salesforce?

- A. Create a child Opportunity for the renewal grant from the original grant using the Renewal Grant Opportunity record type.
- B. Ensure that when naming the Opportunity for the renewal grant, "Renewal" is included in the name as well as the name of the funder.
- **C. Fill in the "Previous Grant/Gift Opportunity" lookup field on the Opportunity for the new grant and check the "Is Grant Renewal" field.**
- D. Create a Campaign for the funder and add all Opportunities including the original grant and any renewal grants to the Campaign.

**Answer: C**

Explanation:

To capture information for grants and easily access previous grant details, the following setup can be used in Salesforce:

Previous Grant/Gift Opportunity Lookup Field:

Add a lookup field on the Opportunity object called "Previous Grant/Gift Opportunity".

When creating a new grant Opportunity, fill in this field with the previous grant's Opportunity record.

Is Grant Renewal Checkbox:

Add a checkbox field on the Opportunity object called "Is Grant Renewal".

Check this box for Opportunities that are renewals of previous grants.

Grant Tracking and Reporting:

This setup allows easy tracking of grant renewals and provides a straightforward way to report on grants and their renewals.

Use reports and dashboards to summarize and analyze grant data, including renewals.

By linking each renewal grant to the original grant Opportunity, you maintain a clear record of the grant history, making it easy to access previous grant information and analyze grant renewals.

"Grant Management Best Practices" from Salesforce Help: Grant Management

"Nonprofit Success Pack Grant Management" from Salesforce.org: NPSP Grant Management

#### **NEW QUESTION # 201**

A nonprofit organization is interested in a CRM that manages its constituents and has an integrated email marketing tool with built-in scoring and engagement tracking.

Which solution should the consultant recommend?

- A. NPSP and Social Studio
- B. NPSP and Pardot
- C. NPSP and Community Cloud
- **D. NPSP and Marketing Cloud**

**Answer: D**

Explanation:

For a nonprofit organization looking for a CRM with an integrated email marketing tool that includes built-in scoring and engagement tracking, the recommended solution is:

NPSP (Nonprofit Success Pack): This provides the CRM functionality to manage constituents.

Marketing Cloud: This offers advanced email marketing capabilities, including automation, scoring, and engagement tracking.

Marketing Cloud is designed to handle complex marketing needs and integrates seamlessly with NPSP to provide a comprehensive solution for nonprofits.

Salesforce Nonprofit Success Pack Documentation

Salesforce Marketing Cloud Overview

## NEW QUESTION # 202

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