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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q139-Q144):

NEW QUESTION # 139

A local community center provides health care services to eligible local residents. Staff currently triage patients through of a series of qualifying questions that drive additional qualification questions. The center wants to extend triage capabilities to its volunteers to determine whether residents qualify for services. Service decisions need to be made immediately while the patient is interacting with the staff or volunteer.

Which solution should the consultant recommend?

- A. Use a Workflow Rule with Field Updates and Case Assignment Rules to triage and assign the case to the proper services queue.
- **B. Create a Flow to guide volunteers on triage screens, capture accurate data and generate a services decision.**
- C. Use Case records, Validation Rules and Process Builder to post case details to the central volunteer Chatter Group so all volunteers can collaborate on eligible services.

- D. Use a Standard Lightning Component to displaying custom fields from several objects and generate a services decision.

Answer: B

Explanation:

Salesforce Flows are ideal for guiding users through step-by-step processes, making them a perfect solution for triaging patients. By creating a flow, the nonprofit can ensure volunteers follow a consistent process, capture accurate data, and make immediate service decisions. Here's how to set this up:

Design the Flow:

Open Flow Builder from Setup.

Create a new Screen Flow.

Add Screens and Inputs:

Add screens with input fields for the qualifying questions.

Use Decision elements to branch the flow based on the answers provided.

Capture Data:

Use Assignment elements to store input data in variables.

Save data to Salesforce records as needed (e.g., Case or Custom Object records).

Generate Decision Outcomes:

Based on the data captured, use Decision elements to determine eligibility.

Display the outcome on a final screen or update a record with the decision.

Test and Deploy:

Test the flow thoroughly in Sandbox.

Deploy the flow to production and embed it in the relevant Lightning pages.

"Create a Simple Flow" from Salesforce Help: Create a Flow

"Guided Processes for Nonprofits" from Salesforce.org: Salesforce Flow for Nonprofits

NEW QUESTION # 140

A community foundation administers a scholarship fund that awards multiple scholarships a year. The foundation wants to use Nonprofit Cloud to track and review applications and record the scholarship recipients, award amounts, and dates. What should a consultant recommend to meet the requirement?

- A. Set up the Outbound Funds Module and connect the Funding Request to Contacts for the recipient.
- B. Use the Grant Opportunity Record Type and the Primary Contact field for the recipient in NPSP.
- C. Create an Opportunity Record Type for Scholarships and Primary Contact field for the recipient in NPSP.
- D. Set up the Program Management Module and use Program Cohort with Program Engagement for the recipient.

Answer: A

Explanation:

For tracking and reviewing scholarship applications and recording scholarship recipients, award amounts, and dates, the consultant should recommend setting up the Outbound Funds Module. This module is designed for managing funds that are disbursed, such as grants and scholarships. By connecting the Funding Request to Contacts for the recipient, the nonprofit can effectively manage and track all related information in a structured and organized manner.

Salesforce Outbound Funds Module Documentation

Salesforce Nonprofit Cloud Consultant Study Guide

NEW QUESTION # 141

A nonprofit organization using NPSP does a lot of mailings and wants to ensure states and countries are entered accurately into Salesforce. The nonprofit has heard about State and Country Picklists and asked its consultant about enabling them. What are two considerations the consultant should raise about enabling State and Country Picklists and asked its consultant about enabling them. What are two considerations the consultant should raise about enabling State and Country Picklists for NPSP?

- A. State and Country Picklist values can only be configured on the Address object
- B. The Individual ("Bucket") account model does not support State and Country Picklists
- C. NPSP Data Import object doesn't support State and Country abbreviations in picklist form
- D. Predefined State and Country abbreviations on Address records must be used

Answer: C,D

Explanation:

Enabling State and Country Picklists in Salesforce can improve data consistency and accuracy for address fields. However, there are specific considerations when using them with NPSP:

NPSP Data Import Object Doesn't Support State and Country Abbreviations in Picklist Form:

The NPSP Data Import object does not natively support state and country abbreviations in picklist form. This means that data imports using this object will require additional handling to map state and country values correctly.

Predefined State and Country Abbreviations on Address Records Must Be Used:

When using State and Country Picklists, predefined state and country abbreviations must be used. This ensures consistency and compatibility with Salesforce's standard address fields.

If your current data uses different formats (e.g., full names or alternative abbreviations), you will need to standardize these before importing or entering data.

Consideration for Existing Data:

If enabling State and Country Picklists for the first time, review and clean existing data to match the picklist values.

Use data tools to update existing records with the correct state and country abbreviations to ensure smooth transition and consistency.

By understanding these considerations and preparing your data accordingly, you can successfully implement State and Country Picklists in NPSP.

"State and Country/Territory Picklists Overview" from Salesforce Help: State and Country Picklists

"Managing Addresses in NPSP" from Salesforce Help: NPSP Address Management

NEW QUESTION # 142

A consultant has installed NPSP and is setting up Relationships using List Settings. The nonprofit wants the reciprocal relationship to be selected automatically based on gender.

On which object should the consultant create the custom "Gender" field?

- A. Contact
- B. Affiliation
- C. Account
- D. Relationship

Answer: A

Explanation:

When setting up Relationships in NPSP and configuring reciprocal relationships based on gender, the custom "Gender" field should be created on the Contact object. Here's why:

Contact Object:

The Contact object is where individual data, including personal attributes such as gender, is stored.

Relationships in NPSP are primarily based on Contact records, and having the "Gender" field on the Contact object allows the system to use this information to determine the appropriate reciprocal relationship.

Automatic Reciprocal Relationships:

NPSP can be configured to automatically select reciprocal relationships based on specified criteria, such as the gender of the contacts involved.

By storing gender information on the Contact object, the system can easily access this data to apply the correct reciprocal relationship automatically.

Salesforce NPSP Documentation on Relationships

Salesforce Nonprofit Success Pack Custom Fields Guide

NEW QUESTION # 143

A nonprofit wants its staff to spend most of their time in Salesforce, but the staff needs access to several other applications as well. The nonprofit wants a solution that allows staff to use other applications without leaving Salesforce.

How should the consultant integrate these applications?

- A. Implement Salesforce Canvas
- B. Configure External Data Sources
- C. Implement Distributed Marketing
- D. Configure External Objects

Answer: A

Explanation:

To allow staff to use other applications without leaving Salesforce, implementing Salesforce Canvas is the recommended solution:

Salesforce Canvas:

Salesforce Canvas allows you to embed external applications directly within Salesforce

NEW QUESTION # 144

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