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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q108-Q113):

NEW QUESTION # 108

The development director at a nonprofit needs to track grant lifecycles using NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments. How should the consultant model payments, applications, reporting deadlines, and actions in NPSP for the grant seeking institution?

- A. Payments = Recurring Donations with Opportunities; Applications = Deliverables; Reporting deadlines = Deliverables; Actions = Activities
- B. Payments = Opportunities with Payments; Applications = Activities; Reporting deadlines = Activities
- C. Payments = Opportunities with Payments; Applications = Deliverables; Reporting deadlines = Deliverables; Actions = Activities

Answer: C

Explanation:

Tracking the "Grant Seeking" process in NPSP requires a specific mapping of business requirements to the NPSP data model. Unlike "outbound" grantmaking, "inbound" grant seeking uses the Opportunity object as the primary record for each grant proposal. Mapping the Lifecycle:

* Applications & Reporting Deadlines (Deliverables): In NPSP, the Deliverable object is specifically designed to track milestones associated with a grant Opportunity. An "Application Submission" is a deliverable (the first milestone), and "Mid-Year Report" or "Final Report" are subsequent deliverables with specific due dates. This allows the development director to see a calendar of all upcoming grant requirements.

* Payments (Opportunities with Payments): While the Opportunity tracks the total amount awarded, the Payment object in NPSP tracks the actual cash coming in. Since grants are often paid in multiple installments (multi-year grants), using the related Payments list is the standard way to reconcile the total award against what has actually been deposited in the bank.

* Actions (Activities): Standard Salesforce Activities (Tasks and Events) are used to track the day-to-day engagement steps, such as "Draft Narrative," "Call Program Officer," or "Review Budget." These are the "internal" actions assigned to staff members.

Why other options are incorrect:

* Option A: Recurring Donations are for open-ended, sustaining gifts (like monthly donors), not for specific fixed-amount grant awards with a set payment schedule.

* Option C: Using Activities for reporting deadlines is a poor practice because activities are easily deleted or closed without the formal tracking and field-level detail (like "Grantee Requirements") that the Deliverable object provides.

NEW QUESTION # 109

A nonprofit created a custom Opportunity Name for all In-kind gifts.

Which two considerations should the consultant discuss with the nonprofit?

Choose 2 answers

- A. The Opportunity Name Format will only be applied to new Opportunities of the matching record type,
- B. The nonprofit should change existing Opportunities to the new naming convention by running the Refresh All Opportunity Names utility.

- C. The nonprofit should change existing Opportunities to the new naming convention through an upsert.
- D. Click the Refresh Name button on one Opportunity record to update all relevant Opportunities.

Answer: A,B

Explanation:

<https://powerofus.force.com/s/article/NPSP-Customize-Opportunity-Names#refreshsingle>

NEW QUESTION # 110

A nonprofit organization wants to track the cohorts of individuals who are interested in programs or are participating in programs. What should the Nonprofit Cloud Administrator configure?

- **A. Enable Create and manage program cohorts.**
- B. Assign the Program and Benefit Management Access permission set.
- C. Set the Program Cohort object sharing settings to Public Read/Write.

Answer: A

NEW QUESTION # 111

A nonprofit customer must collect and store its clients' government-issued ID number. The consultant has set up a custom text field for the ID number. Which security solution should be used to protect this data?

- A. Restrict visibility by removing it from the page layout and utilizing role hierarchy to prevent users from accessing that field except for the staff who need to interact with the government ID data
- B. Turn on two-factor authentication for the staff members who need to collect and use the government ID number field data
- **C. Encrypt the government ID field with Classic Encryption for Custom Fields and grant View Encrypted Data permission only to those users who have to interact with the data**
- D. Set the org wide default on Contacts to Private so only the user who owns the Contact records can access it.

Answer: C

Explanation:

To protect sensitive data like a government-issued ID number, encrypting the field and carefully managing access permissions is crucial. Here's a step-by-step guide on implementing this security solution:

Create the Custom Field:

Navigate to Setup.

In the Object Manager, select the relevant object (e.g., Contact).

Click on Fields & Relationships.

Create a new Text field for the government-issued ID number.

Enable Classic Encryption for Custom Fields:

In Setup, search for "Encryption Policy".

Enable "Encrypt Custom Fields".

Select the custom field you created for the government-issued ID and mark it for encryption.

Set Permissions:

Navigate to Setup.

Go to Profiles or Permission Sets.

Ensure only the necessary profiles/permission sets have the "View Encrypted Data" permission:

Click on the relevant Profile or Permission Set.

In System Permissions, enable "View Encrypted Data".

Assign this permission only to those users who need to interact with the government ID data.

Adjust Field-Level Security:

In the Object Manager, select the custom field for the government ID.

Click on "Set Field-Level Security".

Ensure the field is visible only to the necessary profiles.

Remove the field from page layouts for users who should not access it.

Test the Setup:

Log in as a user with access to the encrypted data to verify they can view and interact with the data.

Log in as a user without access to ensure they cannot see the encrypted field.

By following these steps, you ensure that the government-issued ID number is encrypted and only accessible to authorized

personnel, thereby protecting sensitive client data effectively.

Reference:

Salesforce Security Guide: Classic Encryption for Custom Fields

Salesforce Permission Sets: Managing Permissions

NEW QUESTION # 112

A nonprofit created a custom Opportunity Name for all In-kind gifts.

Which two considerations should the consultant discuss with the nonprofit?

Choose 2 answers

- A. The nonprofit should change existing Opportunities to the new naming convention through an upsert.
- B. Click the Refresh Name button on one Opportunity record to update all relevant Opportunities.
- C. The Opportunity Name Format will only be applied to new Opportunities of the matching record type,
- D. The nonprofit should change existing Opportunities to the new naming convention by running the Refresh All Opportunity Names utility.

Answer: A,B

Explanation:

<https://powerofus.force.com/s/article/NPSP-Customize-Opportunity-Names#refreshsingle>

NEW QUESTION # 113

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