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NP-Con-101 Exam Cost | Reliable NP-Con-101 Test Pattern

The NP-Con-101 certification exam is one of the top-rated career advancement certifications in the market. This NP-Con-101 exam dumps have been inspiring beginners and experienced professionals since its beginning. There are several personal and professional benefits that you can gain after passing the Salesforce Certified Nonprofit Success Pack Consultant (NP-Con-101) exam.

Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q157-Q162):

NEW QUESTION # 157

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

Answer: C

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 # 158

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

Answer: B

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 # 159

A nonprofit has employed a contract developer for work involving objects that contain personal and personally identifiable information. The contractor is working in a full copy sandbox.

What should the consultant recommend to ensure the contractor is unable to access this sensitive data?

- **A. Implement Salesforce Data Mask and mask the sensitive data.**
- B. Configure the contractor's Profile to prevent access to the sensitive data.
- C. Encrypt all fields containing sensitive data with Classic Encryption.
- D. Implement Salesforce Shield and apply it to the sensitive data.

Answer: A

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-data-mask/understand-the-importance-of-data-privacy>
Salesforce Data Mask is the recommended solution to ensure the contractor is unable to access sensitive data in a full copy sandbox. Data Mask is designed to secure sensitive data in sandboxes by masking or obfuscating it, thereby preventing unauthorized access.

Salesforce Data Mask Overview:

Salesforce Data Mask allows you to obfuscate sensitive data in sandboxes, ensuring that real data is not exposed.

It provides various masking options, including anonymization, pseudonymization, and deletion.

Implementation Steps:

Install Salesforce Data Mask from the Salesforce AppExchange.

Configure the masking rules for the fields that contain sensitive information. You can choose the appropriate masking technique based on your needs (e.g., random characters, fixed characters, or deletion).

Apply the masking rules to the full copy sandbox where the contractor will be working.

Benefits of Using Data Mask:

Security: Ensures sensitive data is not exposed in non-production environments.

Compliance: Helps meet regulatory and compliance requirements by protecting personal and personally identifiable information.

Flexibility: Allows you to define specific rules for different types of data and fields.

CertGod Nonprofit Cloud Consultant study guide: "Implement Salesforce Data Mask and mask the sensitive data".

NEW QUESTION # 160

A nonprofit provides after-school programs to historically underserved youth. The nonprofit wants to track each program and the status of youth enrolled in the program.

Which set of objects within the Program Management Module should a consultant use to track the programs and enrollments?

- A. Programs and Contacts
- **B. Programs and Program Engagements**
- C. Program Engagements and Program Cohorts
- D. Programs and Attendance

Answer: B

Explanation:

<https://trailhead.salesforce.com/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonprofit-programs-with-salesforce>
To track each program and the status of youth enrolled in the program using the Program Management Module (PMM) in Salesforce, the consultant should use the "Programs" and "Program Engagements" objects.

Key Features:

Programs: This object represents the various programs offered by the nonprofit. Each program can have multiple engagements and activities associated with it.

Program Engagements: This object tracks the involvement of individuals (youth in this case) in specific programs. It allows the nonprofit to monitor the status and progress of each participant within the program.

Steps to Implement:

Set Up Programs:

Navigate to the Programs tab.

Create records for each after-school program offered by the nonprofit.

Track Engagements:

Navigate to the Program Engagements tab.

Create records for each youth enrolled in the programs, linking them to the appropriate program and tracking their status.

Salesforce Program Management Module Documentation

Salesforce Trailhead: Program Management for Nonprofits

NEW QUESTION # 161

A consultant is importing a number of new individual gifts from a recent fundraising event for a non-profit that is using NPSP. It is very important that donors receive credit for these new donations. Where is the automatic Opportunity Contact Role hard credit value configured for this scenario?

- **A. NPSP Settings**
- B. Affiliation record
- C. Opportunity Settings
- D. Relationship record

Answer: A

Explanation:

To ensure that donors receive credit for new donations, the automatic Opportunity Contact Role hard credit value should be configured in NPSP Settings. Here's how to do it:

Navigate to NPSP Settings:

Go to the App Launcher and search for "NPSP Settings".

Access Donations Settings:

Under NPSP Settings, select "Donations".

Click on "Opportunity Contact Roles".

Configure Default Contact Role:

Set the default Contact Role for Opportunities to ensure that the primary donor is automatically assigned the correct role.

This role typically is "Primary Donor" or "Donor".

Verify and Save:

Ensure that the configuration is correct and save the changes.

This setup ensures that when new donations are imported or entered, the primary donor receives the appropriate hard credit automatically, maintaining accurate donor credit records.

Salesforce NPSP Documentation: Opportunity Contact Roles

Salesforce Trailhead: Manage Donations in NPSP

NEW QUESTION # 162

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