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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q94-Q99):

### NEW QUESTION # 94

A nonprofit organization provides direct care services to clients based on their individual needs. The process for clients to begin receiving services includes meeting with a caseworker for an intake evaluation that includes a series of questions to determine the client's needs and assets. Which Salesforce Industries feature can be used to create an efficient intake process?

- **A. Dynamic Assessments**
- B. Interaction Summaries
- C. Actionable Lists

**Answer: A**

Explanation:

For organizations delivering personalized social services, the intake evaluation is the most critical touchpoint.

To manage this efficiently, Salesforce Nonprofit Cloud utilizes Dynamic Assessments, a feature built upon the Discovery Framework and OmniStudio (specifically OmniScript).

Unlike a static form, a Dynamic Assessment allows a caseworker to navigate a "branching" path of questions.

If a client answers "Yes" to a question about housing instability, the system can automatically trigger a sub-section of questions regarding shelter history. If they answer "No," those questions remain hidden, reducing "form fatigue" and ensuring the intake is as fast and relevant as possible.

Step-by-Step Implementation for the Consultant:

\* Define Assessment Questions: Using the Discovery Framework, the consultant creates a library of individual questions (e.g., "Do you have dependable transportation?"). These questions are modular and can be reused across different intake forms.

\* Build the OmniScript: The consultant uses the OmniScript Designer to arrange these questions. This is where the Conditional Logic is applied (e.g., "Set Element Visibility" based on prior answers).

\* Map to Objects: Through DataRaptors or Integration Procedures, the consultant ensures that the data captured during the assessment is automatically pushed into the correct Salesforce objects, such as Person Accounts, Case Proceedings, or Life Events.

\* Action Plan Integration: Often, the completion of a Dynamic Assessment is linked to an Action Plan, which might automatically generate a "Welcome Kit" task or a "Referral" based on the needs identified during intake.

By using Dynamic Assessments, the nonprofit ensures a standardized, compliant, and data-driven intake process that captures a 360-degree view of the client's assets and barriers to success without requiring the caseworker to navigate through irrelevant fields.

### NEW QUESTION # 95

A nonprofit using NPSP wants to track all donations that go to a designated fund. How should a consultant meet this requirement?

- A. Create an Opportunity record type called "Funds".
- B. Create a General Accounting Unit record for the designated fund.
- C. Create a custom object to track fund accounts.
- **D. Create a GAU Allocation record for the designated fund.**

**Answer: D**

Explanation:

To track all donations that go to a designated fund, the consultant should create a GAU Allocation record for the designated fund. Here's why:

GAU Allocation Record:

General Accounting Units (GAUs) are used in NPSP to allocate portions of donations to specific funds or purposes.

Creating a GAU Allocation record allows the nonprofit to specify the amount of each donation that should be allocated to the designated fund, ensuring accurate tracking and reporting.

Reference:

Salesforce NPSP Documentation on General Accounting Units (GAUs)

Salesforce Nonprofit Success Pack GAU Allocation Guide

#### NEW QUESTION # 96

A nonprofit organization is currently using Person Accounts in Salesforce. The organization now wants to use the NPSP Household Account model instead and does not want system administrators to interact with anything related to the Person Account model. What should the consultant advise?

- A. Export all Person Account data, then create a help ticket asking Salesforce to uninstall Person Accounts, then install NPSP and reimport the data
- B. Extract the Person Account data, uninstall Person Accounts, install NPSP and reimport the data.
- C. Apply for a new Salesforce NPSP org and request a license transfer, then migrate existing data from the current system to the new Salesforce instance
- D. Install NPSP in its Salesforce org and set the account model to Household Accounts and the record type to Person Accounts

**Answer: C**

Explanation:

To transition from Person Accounts to the Household Account model in NPSP and avoid interacting with Person Accounts, the recommended approach is to migrate to a new Salesforce NPSP org. Here's how:

Apply for a New Salesforce NPSP Org:

Contact Salesforce to apply for a new NPSP org.

Ensure the organization qualifies for the NPSP and request the necessary licenses.

Request License Transfer:

Work with Salesforce support to transfer existing licenses from the current org to the new NPSP org.

Export Data from Current Org:

Export all Person Account data, including Contacts, Accounts, Opportunities, and any other relevant records.

Use Salesforce Data Loader or another export tool to ensure a complete data export.

Prepare Data for Import:

Clean and prepare the exported data for import into the new org.

Map Person Account data to the appropriate fields in the Household Account model.

Import Data into New NPSP Org:

Use the NPSP Data Importer or Data Loader to import the cleaned data into the new org.

Ensure that all relationships and references are correctly mapped and maintained during the import process.

This method ensures a clean transition to the Household Account model without the complications of dealing with Person Accounts in the original org.

Reference:

Salesforce NPSP Documentation: Account Models

Salesforce Trailhead: Data Import Strategies

#### NEW QUESTION # 97

A system admin used NPSP Contact Merge and notices the number of household accounts has changed from 12,345 to 12,300 and is concerned that accounts have been lost.

What is the likely cause for the missing accounts?

- A. The merge converts Household Accounts to Household custom object records.
- B. The merge combines Household Accounts with Contacts.
- C. The merge automatically creates Household Accounts.
- D. The merge automatically deletes any empty Household Accounts without Contacts or Opportunities.

**Answer: D**

Explanation:

Explanation

<https://powerofus.force.com/s/article/NPSP-Merging-Contacts>

#### NEW QUESTION # 98

A nonprofit organization is retiring its legacy donor, donation, and payment processing systems. The organization wants to load 45,000 records into Salesforce from a single flat file. Which tool should be used to create all of the records at once?

- A. NPSP Data Import
- B. Import Wizard
- C. Data Loader
- D. ETL Tool

**Answer: A**

## NEW QUESTION # 99

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