

Latest Nonprofit-Cloud-Consultant Exam Online - Reliable Nonprofit-Cloud-Consultant Test Pattern



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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q81-Q86):

NEW QUESTION # 81

The system admin at a nonprofit has set up automated soft credits to grant to the solicitor of each donation. The development director wants a report to show who the solicitor is for each donor.

Which report type does the system admin need to use to create the requested report?

- A. Contacts with Relationships
- B. Accounts with Contact Roles and Household
- C. Opportunities with Contact Roles
- **D. Opportunities with Partial Soft Credits and Contacts**

Answer: D

Explanation:

To create a report that shows who the solicitor is for each donor using automated soft credits, the system admin should use the "Opportunities with Partial Soft Credits and Contacts" report type. This report type allows the inclusion of soft credits and the related contacts, making it possible to track the solicitor for each donation.

Steps to Create the Report:

Choose the Report Type:

Navigate to the Reports tab and click "New Report."

Select the "Opportunities with Partial Soft Credits and Contacts" report type.

Customize the Report:

Add the necessary fields to display the solicitor, donor, and relevant opportunity information.

Use filters to refine the data as needed.

Save and Run the Report:

Save the report with an appropriate name and run it to view the results.

Reference:

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Create and Customize Reports

NEW QUESTION # 82

A local community center provides health care services to eligible local residents. Staff currently triage patients through 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 Standard Lightning Component to displaying custom fields from several objects and generate a services decision.
- **B. Create a Flow to guide volunteers on triage screens, capture accurate data and generate a services decision.**
- C. Use a Workflow Rule with Field Updates and Case Assignment Rules to triage and assign the case to the proper services queue.
- D. 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.

Answer: B

NEW QUESTION # 83

An international nonprofit organization works across six different countries in Europe and Africa. The organization relies heavily on volunteers in each country to support its work and wants volunteers to be able to sign up for volunteer jobs on its website.

What is a consideration when setting up Volunteers for Salesforce given this context?

- **A. Set the Volunteer Job's Website Time Zone field value to the time zone in which the job will take place when creating Volunteer Jobs.**
- B. Set up a different Site in Volunteers for Salesforce for each country and set the time zone for the Site to the local time zone so all events will appear as the correct time for the time zone.
- C. Add text to the Volunteers for Salesforce website informing all volunteers that all time for volunteer jobs and shifts is shown in the time zone of the headquarters and they need to convert the time to their local time zone.
- D. Remove the Start Time and End Time fields from the website template and put the times in the description in the local time zone.

Answer: A

Explanation:

When setting up Volunteers for Salesforce in an international context, it's important to ensure that volunteer jobs and shifts reflect the local time zones accurately. Here's how to configure this:

Navigate to Volunteers for Salesforce Settings:

Go to Setup.

Type "Volunteers for Salesforce" in the Quick Find box and select it.

Configure Volunteer Jobs:

Create Volunteer Jobs for each country.

For each job, set the "Website Time Zone" field to the local time zone where the job will take place.

Adjust Volunteer Shift Times:

When creating volunteer shifts, ensure the start and end times are set according to the local time zone.

Update Website Information:

Inform volunteers about the time zone settings on the volunteer signup pages if necessary.

Reference:

"Volunteers for Salesforce Setup Guide" from Salesforce Help: Volunteers for Salesforce

"Managing Volunteer Shifts and Jobs" from Salesforce.org: Volunteer Management

NEW QUESTION # 84

How does Salesforce support donor cultivation and stewardship strategies for nonprofit organizations?

- A. By automating financial ledger reporting for various revenue streams, including grants and in-kind donations
- B. By centralizing grant application, approval, and reporting processes for outbound grants
- C. By enabling nonprofit organizations to track interactions with donors, create and manage campaigns, and log gifts

Answer: C

Explanation:

Donor cultivation and stewardship are the core pillars of a nonprofit's fundraising strategy. In the modern Nonprofit Cloud (NPC), Salesforce provides a unified platform to manage the entire donor lifecycle—from the initial "prospect" phase to long-term "stewardship." The Stewardship Framework in NPC:

* Tracking Interactions: Salesforce allows development officers to log every "touchpoint" with a donor.

Using the Interaction and Interaction Summary objects, staff can record detailed notes from discovery calls, coffee meetings, or site visits. This historical record ensures that as staff change, the relationship with the donor remains consistent and informed.

* Campaign Management: Cultivation often begins with targeted outreach. NPC uses the Campaign object and Outreach Source Codes to segment donors based on their interests (tracked via Interest Tags) and engage them with specific appeals. By tracking which campaigns a donor responds to, the organization can tailor future communications to the donor's proven interests.

* Gift Logging and Recognition: Stewardship relies on timely and accurate acknowledgment. When a gift is logged via Gift Entry, the system immediately updates the Donor Gift Summary. This allows staff to see the donor's impact at a glance. Features like OmniStudio Document Generation then automate the creation of personalized thank-you letters, which are a vital part of stewardship.

* Moves Management: Using Action Plans, a consultant can build standardized "stewardship tracks." For example, after a major gift is received, the system can automatically assign tasks for the Executive Director to make a thank-you call and for the Program Director to send a 6-month impact report.

While Grantmaking (Option B) and Accounting Subledger (Option C) are important operational features, they do not define the relational strategy of "cultivation and stewardship." Option A correctly identifies the tools used by fundraisers to build and maintain the emotional and financial connection between the donor and the mission.

NEW QUESTION # 85

A consultant needs to load a large volume of data for a nonprofit.

Which two steps should the consultant take before the data loads to speed up the process?

Choose 2 answers

- A. Disable related Apex classes in TDTM.
- B. Defer Sharing Rule Calculation.
- C. Recalculate Sharing Rules.
- D. Add record owners to Role Hierarchy.

Answer: A,B

NEW QUESTION # 86

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