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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q68-Q73):

NEW QUESTION # 68

A nonprofit organization wants to track constituents who helped solicit donations. Which object should the organization use to track this influence in Nonprofit Cloud?

- A. Gift Designation
- **B. Gift Soft Credit**
- C. Gift Tribute

Answer: B

Explanation:

In fundraising, it is essential to distinguish between the person who physically wrote the check (the "Hard Credit") and the person who influenced the gift (the "Soft Credit"). In Nonprofit Cloud for Fundraising, this influence is tracked using the Gift Soft Credit object.

How a Consultant Configures Influence Tracking:

* The Transaction: A Gift Transaction is created for the donor who made the payment.

* The Influence: If a board member or a volunteer solicitor was responsible for bringing in that gift, a Gift Soft Credit record is created and linked to that Gift Transaction.

* Soft Credit Roles: The consultant can define different types of soft credits using the Role field.

Common roles include "Solicitor," "Peer-to-Peer Fundraiser," or "Household Member."

* Reporting: By using this object, the organization can run reports on "Total Influence" per volunteer.

This is vital for donor recognition programs where "Solicitors" are honored for the total funds they helped raise, even if they didn't donate the money personally.

Why other options are incorrect:

* Gift Tribute (Option A): This is used to track gifts made "In Honor Of" or "In Memory Of" someone.

While it involves a third party, it is specifically for the sentiment of the gift rather than the professional or volunteer solicitation influence.

* Gift Designation (Option C): This object is used to allocate the funds to specific internal accounts or programs (e.g., "General Fund" or "Building Campaign"). It tracks where the money goes, not who helped get it.

The Gift Soft Credit object ensures that the organization has a 360-degree view of constituent engagement, acknowledging both financial contributors and the champions who drive the fundraising engine.

NEW QUESTION # 69

What does a consultant need to enable and deploy before using Advanced Mapping in NPSP?

- A. Delegated Administration
- B. My Domain
- **C. Customizable Rollups**
- D. Custom triggers

Answer: C

Explanation:

Advanced Mapping is the powerful engine behind NPSP Gift Entry and the NPSP Data Importer. It allows consultants to map fields from a staging record to multiple objects (Account, Contact, Opportunity, etc.) simultaneously.

However, Advanced Mapping is architecturally dependent on the newer NPSP framework components.

Specifically, Salesforce documentation states that Customizable Rollups must be enabled and deployed before Advanced Mapping can be activated.

Step-by-Step Dependency Logic:

- * Modernization: Customizable Rollups replaced the legacy "Legacy Rollups" and provide a more flexible way to calculate donor totals.
 - * Infrastructure: Both Customizable Rollups and Advanced Mapping utilize a shared set of underlying NPSP code resources. Enabling Customizable Rollups updates the database schema and triggers the necessary background processes that Advanced Mapping requires to function.
 - * Enabling Advanced Mapping: Once Customizable Rollups are active, the consultant can go to NPSP Settings > Bulk Data Processes > Advanced Mapping and toggle the feature on. The system will then perform a "deployment" of the mapping logic.
- My Domain (Option C) is a general Salesforce requirement for Lightning components but is not the specific functional prerequisite for this NPSP feature. Custom Triggers (Option A) and Delegated Administration (Option B) are unrelated to the internal NPSP mapping engine dependencies.

NEW QUESTION # 70

A nonprofit organization needs to report outcomes for each of its programs. The organization just finished defining and creating records for each of its Outcomes in Nonprofit Cloud. The organization wants to link the Outcome objects to its Programs and Benefits to see how they are doing. What should the organization use?

- A. Indicator Definition records and Indicator Result records
- B. Indicator Performance Period records with the Baseline Value field
- C. Outcome Activity records with the Type field

Answer: C

Explanation:

In Outcome Management, the Outcome record represents the "what" (the ultimate change desired).

However, an Outcome on its own is just a statement of intent. To make it operational, it must be connected to the "how"-the actual work being done.

The Outcome Activity object is the specific junction record used to create this connection. When a consultant configures Outcome Management, they use Outcome Activities to link an Outcome to a Program, a Goal, or a specific Benefit.

Step-by-Step Linking Process:

- * Define the Outcome: Create the high-level goal (e.g., "Increased Food Security").
- * Create the Outcome Activity: On the Outcome record, navigate to the related list for Outcome Activities.
- * Set the Type and Link: Select the Type (e.g., "Program" or "Benefit") and then look up the specific record (e.g., the "Community Gardening Program").
- * Contextual Reporting: By creating these links, the system can now surface how many participants in that specific program are successfully achieving the linked outcome.

Why other options are incorrect:

- * Indicator Definitions (Option A) are used to define how you measure progress (the metric), but they do not define the structural link between the Outcome and the Program itself; that logic is held in the Outcome Activity.
- * Indicator Performance Periods (Option B) define the when (the timeframe) for measurement but are not used to establish the initial relationship between the Program and the Outcome.

Using Outcome Activities allows for a "many-to-many" relationship structure where one Program can contribute to multiple Outcomes, and one Outcome can be supported by several different Programs or Benefits.

NEW QUESTION # 71

What is a consideration a consultant should be aware of when implementing Person Accounts in Nonprofit Cloud?

- A. All AppExchange Packages have been confirmed to be compatible with Person Accounts.
- B. The Is Person Account field can be used to exclude Person Accounts from Automation Rules and Validation Rules on the Account object.
- C. All standard and custom Contact fields will have an API name that begins with Person when being referenced through a Person Account.

Answer: B

Explanation:

When implementing the new Nonprofit Cloud (NPC), the shift toward Person Accounts as the default model for individual constituents is a significant change from the traditional Nonprofit Success Pack (NPSP) model. A consultant must understand how this architecture impacts system logic and data integrity.

The Is Person Account (API name: IsPersonAccount) field is a standard Boolean field on the Account object that automatically

evaluates to true when an account record is a Person Account. This field is critical for consultants for several reasons:

- * Filtering Automation: Because Person Accounts live on the Account object alongside Business Accounts (like Foundation or Corporate partners), a single Flow or Apex Trigger on the Account object will fire for both. To ensure that "Company-specific" logic doesn't execute for an individual donor, a consultant uses the IsPersonAccount field as a decision element or entry criteria in Salesforce Flows.

- * Validation Rules: Validation rules intended for businesses (e.g., "Tax ID is required for all Corporate Accounts") would fail for individual donors if not properly scoped. By adding AND(NOT (IsPersonAccount), ...) to the formula, the consultant ensures the rule only applies to Business Accounts.

- * Reporting and List Views: This field is the primary way to segment data. While Person Accounts mimic Contacts, they are technically Accounts, so this flag is the only way to quickly differentiate individuals from organizations in global queries.

Regarding the other options: Option A is incorrect because while many packages support Person Accounts, it is not a universal guarantee, and a consultant must always verify compatibility during the design phase.

Option B is a common misconception; while some fields are prefixed in certain API contexts, standard contact fields on the Person Account record page often retain their standard labels, and custom fields created on the Contact object specifically for Person Accounts are suffixed with __pc, not prefixed with "Person" for the API name.

NEW QUESTION # 72

A nonprofit organization is evaluating Nonprofit Cloud. The organization has common focus areas, which are used to track programs, individuals, and grants to organize data across departments. Which Nonprofit Cloud feature can the organization use to organize the data in the same manner?

- A. Interest Tags
- B. Compliant Data Sharing
- C. Data Pipelines

Answer: A

Explanation:

To organize data across different departments and objects using "focus areas" (e.g., "Youth Literacy," "Veterans Affairs," or "Sustainability"), a consultant should implement Interest Tags.

Interest Tags (built on the Salesforce Industry's Tagging framework) provide a flexible, "horizontal" way to categorize records regardless of their object type.

How to Implement Focus Areas with Interest Tags:

- * Define Tag Categories: The consultant creates a Tag Category called "Focus Areas."

- * Create Tags: Within that category, the consultant creates individual Interest Tags (e.g., "Environment," "Health," "Education").

- * Cross-Object Application: Unlike a standard picklist which is tied to one object, Interest Tags can be added to almost any object in the Nonprofit Cloud. A consultant adds the "Interest Tags" component to:

- * Programs: To show the focus of the service.

- * Person Accounts: To show the interests of a donor or participant.

- * Individual Applications: To show the focus of a grant request.

- * Unified Reporting: Because all these records share the same tags, the organization can easily run a report to see "Everything related to Youth Literacy"-including the donors interested in it, the programs delivering it, and the grants funding it.

Why other options are incorrect:

- * Data Pipelines (Option A): This is a tool for high-volume data transformation and aggregation, not for qualitative categorization.

- * Compliant Data Sharing (Option C): This is a security feature for record-level visibility, not a data organization or tagging tool.

Interest Tags are the architecturally correct choice for cross-departmental

"Focus Area" tracking.

NEW QUESTION # 73

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