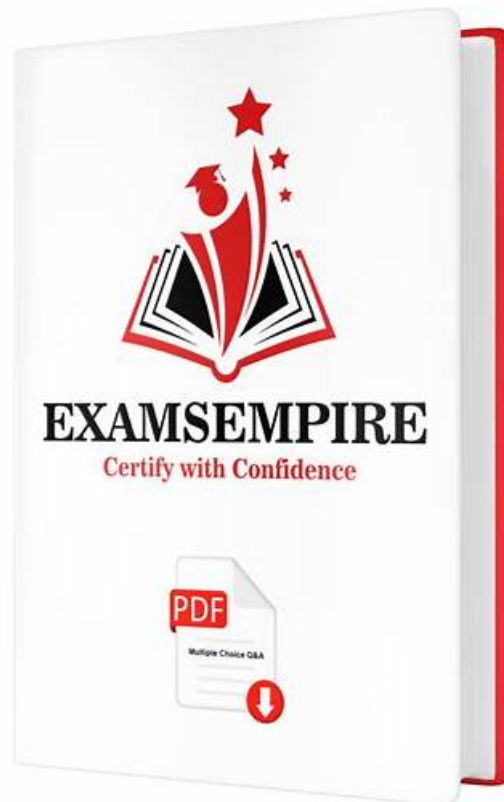


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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q159-Q164):

NEW QUESTION # 159

A nonprofit wants to track various funds in Salesforce to report on its restricted donations. Which NPSP feature should the consultant recommend?

- A. Customizable Rollups
- B. Engagement Plans
- C. Levels
- **D. General Accounting Units**

Answer: D

Explanation:

To track various funds and report on restricted donations, General Accounting Units (GAUs) in NPSP should be used. Here's a step-by-step guide:

Set Up General Accounting Units (GAUs):

Navigate to the App Launcher and search for "General Accounting Units".

Create GAUs:

Create new GAU records for each fund you need to track.

Provide names and descriptions that clearly identify each fund.

Link GAUs to Donations:

When creating or updating an Opportunity (donation), scroll to the GAU Allocations section.

Allocate the donation amount to the relevant GAU(s). This ensures that each donation is correctly attributed to the specific fund.

Run Reports on GAU Allocations:

Create reports that include GAU Allocation data to see how funds are being utilized and to ensure that restricted donations are tracked correctly.

Automate Allocations (Optional):

Use NPSP settings to define default GAU allocations for specific types of donations to automate this process.

By using GAUs, the nonprofit can effectively manage and report on restricted funds, ensuring compliance and transparency.

Salesforce NPSP Documentation: General Accounting Units (GAUs)

Salesforce Trailhead: Nonprofit Success Pack (NPSP) Overview

NEW QUESTION # 160

A fundraising associate needs to print mailing labels for the latest direct mail campaign to families who give to the nonprofit organization. The organization uses the Household Account model with Address Management.

Which object and address field should the associate use when building the report?

- **A. Contact; Mailing Address**
- B. Account; Shipping Address
- C. Contact; Other Address
- D. Account; Billing Address

Answer: A

Explanation:

For generating mailing labels for a direct mail campaign in Salesforce Nonprofit Cloud, it's essential to use the correct object and address field, especially when the organization employs the Household Account model with Address Management. Here's a detailed explanation:

Understanding Household Account Model:

The Household Account model in Salesforce Nonprofit Cloud groups related contacts under a single account, representing a household. This model helps nonprofits manage donor relationships effectively.

Scenario Explanation:

The fundraising associate needs to print mailing labels for families who give to the organization. The key is to pull the correct address for each family.

Steps to Build the Report:

Choose the Contact Object: In Salesforce, the Contact object holds individual donor details, including their addresses. When using the Household Account model, the address information is managed at the contact level.

Select the Mailing Address Field:

Navigate to Reports in Salesforce and create a new report based on the Contacts & Accounts report type.

Include the necessary fields such as Contact Name and Mailing Address.

Filter for Donors: Apply filters to ensure you are only including contacts who are donors. This can be based on donation history or related opportunities.

Format for Mailing Labels: Adjust the report format to ensure it can be used for mailing labels. This might involve creating a custom report format or exporting the data for use in an external mailing label tool.

Why Not Other Options:

Option A: Using the Account object and Billing Address is inappropriate because the Billing Address often pertains to the primary address for account records, which might not accurately reflect the household mailing address.

Option B: Contact's Other Address field is typically used for secondary addresses and not the primary mailing address.

Option C: Account's Shipping Address is also less relevant for mailing labels within the context of Household Account models where individual contact addresses are used.

By using the Contact object and the Mailing Address field, the fundraising associate can ensure that the mailing labels are accurate and reflect the correct addresses for each donor family.

Salesforce Nonprofit Cloud Documentation on Household Account Model

Salesforce Reports and Dashboards Guide

NEW QUESTION # 161

A nonprofit uses NPSP to manage its sustained giving program and plans to add Accounting Subledger.

Which configuration should the nonprofit review before the implementation?

- A. Recurring Donations
- B. NPSP Settings
- C. Payment Allocations
- **D. Accounting Triggers**

Answer: D

Explanation:

Before implementing the Accounting Subledger, review the following configurations:

Review Accounting Triggers:

Ensure that your Salesforce instance has the necessary triggers enabled to support the Accounting Subledger.

Go to Setup -> Triggers, and verify the status of triggers related to accounting functionalities.

Check Recurring Donations:

Navigate to NPSP Settings -> Recurring Donations.

Verify that the configuration aligns with the needs of the Accounting Subledger, ensuring proper allocation and tracking of recurring donations.

Payment Allocations:

Check the settings for payment allocations to ensure they are correctly mapped to the general ledger accounts used in your accounting system.

NPSP Settings:

Verify the overall NPSP settings to ensure there are no conflicts with the Accounting Subledger functionalities.

Salesforce Accounting Subledger Documentation

Salesforce Nonprofit Success Pack (NPSP) Configuration Guide

Salesforce Trailhead: Configure Nonprofit Success Pack

NEW QUESTION # 162

A consultant is training a system admin to prepare for a new release of a particular open source Nonprofit Cloud product.

Where are two places the system admin should look for release notes on the product?

Choose 2 answers

- A. The Salesforce Trust website.
- B. The Nonprofit Cloud release announcement group in the Trailblazer Community.
- **C. The product's GitHub repository release page.**
- **D. The Nonprofit Hub group in the Trailblazer Community.**

Answer: C,D

Explanation:

To prepare for a new release of an open-source Nonprofit Cloud product, the system admin should check the following sources for release notes:

Nonprofit Hub Group in the Trailblazer Community:

The Trailblazer Community is a rich resource for Salesforce users, including non-profits. The Nonprofit Hub group frequently posts updates, discussions, and release notes related to Nonprofit Cloud products.

This group can be accessed by logging into the Trailblazer Community and searching for "Nonprofit Hub." GitHub Repository Release Page:

For open-source products, the official GitHub repository is a primary source for release notes. The release page on GitHub will have detailed notes about new features, bug fixes, and enhancements.

To access, navigate to the product's GitHub repository and click on the "Releases" tab.

Trailblazer Community: Nonprofit Hub Group

GitHub: Product's repository release page

NEW QUESTION # 163

A nonprofit wants to segment its constituents based on their donations from the prior fiscal year. The nonprofit wants to include only onetime gifts it received.

Which NPSP feature should the consultant use to meet this requirement?

- A. Engagement Plans
- **B. Customizable Rollups**
- C. Levels
- D. Advanced Mapping

Answer: B

Explanation:

To segment constituents based on their one-time donations from the prior fiscal year, the nonprofit should use Customizable Rollups in NPSP:

Customizable Rollups:

Customizable Rollups in NPSP allow nonprofits to create custom rollup fields that aggregate data based on specific criteria, such as donation type and date range.

These rollups can be configured to include only one-time gifts received during the prior fiscal year.

Setting Up Rollups:

Navigate to NPSP Settings.

Go to "Donations" and then "Customizable Rollups."

Create a new rollup that sums one-time donations within the specified date range (the prior fiscal year).

Use this rollup field to segment and analyze constituents based on their donation history.

Reporting and Segmentation:

Use the rollup field in reports and list views to segment constituents and analyze their giving patterns.

Salesforce Nonprofit Success Pack (NPSP) Documentation: Customizable Rollups Salesforce Help: Creating and Managing Rollups

NEW QUESTION # 164

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