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THE NONPROFIT CLOUD
CERTIFICATION EXAM

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consultants share
their experience

GRANT COPENHAVER
Salesforce Admin Consultant
5 years using NPSP

KRISTEN SPETH
Salesforce Project Manager
5 years using NPSP

ROCHELLE CURRIER
Salesforce Consultant
7 years using NPSP

Did you take the full exam time?

Yes	No
GRANT AND KRISTEN	ROCHELLE

Was it harder than you expected?

Yes	No
GRANT AND KRISTEN	ROCHELLE

How long did you study for?

1 hour a week	8 hours a week (over a month)	4 hours a week
GRANT	KRISTEN	ROCHELLE

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Salesforce Nonprofit-Cloud-Consultant certification exam is designed for professionals who work in the nonprofit industry and want to demonstrate their expertise in working with Salesforce's Nonprofit Cloud solution. Nonprofit-Cloud-Consultant exam covers topics such as fundraising and donor management, volunteer management, program management, and marketing and communications. Passing Nonprofit-Cloud-Consultant Exam proves that you have the skills and knowledge necessary to help nonprofit organizations leverage Salesforce technology to improve their operations and achieve their goals.

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q121-Q126):

NEW QUESTION # 121
A nonprofit wants to manage incoming donations, and provide a portal for its constituents and staff members. The nonprofit also wants to create a new web experience for constituents.
Which solution should a consultant recommend?

- A. NPSP with Experience Cloud
- B. NPSP with Program Management Module
- C. NPSP with Accounting Subledger
- D. NPSP with Account Engagement

Answer: A

Explanation:
To manage incoming donations, provide a portal for constituents and staff members, and create a new web experience for constituents, a consultant should recommend:
NPSP with Experience Cloud:
Experience Cloud (formerly known as Community Cloud) enables nonprofits to build branded portals for their constituents and staff.
It facilitates creating a self-service portal, donation management, and community engagement all in one platform.

NEW QUESTION # 122
A nonprofit needs more insight into why some corporate sponsorships are closing and why others are lost. They want to evaluate

information including pipeline value, number of opportunities. Pardot score, win/lost percentage, stage value, and a table of opportunities. The system admin wants to deploy a solution quickly.
Which solution should a consultant recommend?

- A. Insights Platform Data Integrity
- B. NPSP Advanced Mapping
- C. Salesforce Reports
- D. B28 Marketing Analytics

Answer: D

Explanation:
To quickly deploy a solution that provides insights into corporate sponsorships, including pipeline value, number of opportunities, Pardot score, win/loss percentage, stage value, and a table of opportunities, the consultant should recommend B28 Marketing Analytics. Here's why:
B28 Marketing Analytics:
This analytics solution is designed to provide deep insights into marketing performance, including detailed views of pipeline metrics and opportunity analysis.
It integrates with Salesforce and Pardot, offering out-of-the-box dashboards and reports that can be quickly deployed.
The tool enables the nonprofit to gain actionable insights into why certain sponsorships are closing or being lost, facilitating data-driven decision-making.
Reference:
Salesforce B28 Marketing Analytics Documentation
Salesforce Pardot Integration Guide

NEW QUESTION # 123
A nonprofit organization wants board members to be able to review details of the grant applications received by the organization.
Which component included on the Grantmaking Experience Cloud template should the organization use?

- A. Form Overview
- B. Batch Assign Reviews
- C. Form Review

Answer: C

Explanation:
In Nonprofit Cloud for Grantmaking, the "Reviewer" persona (often a board member or external expert) needs a specialized interface to look at submitted data without accidentally changing it.
Salesforce provides a specific Lightning component in the Grantmaking Experience Cloud template called Form Review.
How the Form Review Component Works:
* Read-Only Presentation: This component is designed to render the data captured via the Discovery Framework (the application questions) in a clean, read-only format. It ensures the board member sees the applicant's responses exactly as they were submitted.
* Integration with Assessments: The Form Review component works in tandem with the Dynamic Assessment records. It "pulls" the answers from the assessment and displays them in a structured layout on the portal page.
* Use Case: When a board member logs into the portal to evaluate a grant, they click on an application.
The page they land on includes the Form Review component, allowing them to scroll through the project description, budget summaries, and impact goals.
Why other options are incorrect:
* Form Overview (Option C): This component is typically used by the applicant to see a "Table of Contents" or a status summary of their own application (e.g., "Section 1: Complete, Section 2: In Progress").
* Batch Assign Reviews (Option B): This is an administrative tool used by the internal Grant Manager to distribute applications to different reviewers; it is not the component used by the reviewer to actually see the application details.
By using the Form Review component, a consultant provides a professional and secure evaluation experience for the board, ensuring they have all the context needed to make funding decisions.

NEW QUESTION # 124
A consultant has is encountering an issue when configuring Nonprofit Cloud Case Management and wants to know if it is a documented issue.
Where should the consultant look first to confirm if it is a known product issue?

- A. Salesforce Help
- B. Salesforce Trust Site
- C. AppExchange
- D. Trailblazer Community

Answer: A

Explanation:
When encountering an issue while configuring Nonprofit Cloud Case Management, the consultant should first check Salesforce Help to see if it is a documented issue. Salesforce Help provides extensive documentation, release notes, and known issues, making it a reliable source for troubleshooting.
Steps to Check:
* Salesforce Help:
* Navigate to Salesforce Help & Training.
* Search for the specific issue or error message.
* Review any available documentation, known issues, and suggested resolutions.
* Additional Resources:
* If the issue is not documented in Salesforce Help, the consultant can also check the Trailblazer Community for discussions and solutions provided by other users.
References:
Salesforce Help & Training
Salesforce Trailhead: Salesforce Help Resources

NEW QUESTION # 125
A development director wants to compare year over year donation information on a weekly basis for the last five years in order to see giving trends via a bar chart. The director asks the consultant if reporting snapshots would work.
What should the consultant advise about the limitations of reporting snapshots?

- A. Reporting snapshots can show data for the past three years.
- B. Reporting snapshots can display a line chart.
- C. Reporting snapshots can run on a monthly basis.
- D. Reporting snapshots do NOT work retroactively.

Answer: D

Explanation:
https://sfdo-docs.s3-us-west-2.amazonaws.com/npsp_reports.pdf
Reporting snapshots in Salesforce allow you to capture and store data at specific intervals, providing a way to track changes over time. However, they do not work retroactively, meaning you cannot use them to capture historical data before the snapshot was created. The snapshots only start capturing data from the point they are set up moving forward.
To address the development director's request, the consultant should consider alternative methods, such as creating reports with historical data that has already been captured or using a different tool that can analyze historical data for trends.
References:
Salesforce Help: Create Reporting Snapshots to Report on Historical Data Salesforce Trailhead: Reporting Snapshots

NEW QUESTION # 126
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