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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q86-Q91):

### NEW QUESTION # 86

A consultant is installing NPSP in an existing Salesforce org for a nonprofit organization that plans to use the memberships feature in NPSP. Which action should a consultant take?

- A. Create a Membership Affiliation record type.
- B. Add a value in the Type field on Opportunity for Membership.
- C. Add a checkbox field on the Opportunity called "Membership".
- **D. Create a Membership Opportunity record type.**

**Answer: D**

### NEW QUESTION # 87

A nonprofit receives many tribute gifts and wants to ensure that the person being honored by the gift consistently receives the proper soft credit.

How should the consultant advise them to configure this in NPSP?

- A. In the New Donation entry screen populate the Honoree lookup field.
- B. Enable Advanced Mapping and map the Honoree to Honoree Opportunity Contact Role.
- **C. Set up Automatic Opportunity Contact Roles and enter Honoree for Honoree Opportunity Contact Role.**
- D. Set the Contact Role for individual Opportunities to Honoree.

**Answer: C**

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/opportunity-settings-in-nonprofit-success-pack/set-up-soft-credits-npsp>

<https://trailhead.salesforce.com/en/content/learn/modules/donation-soft-credit-management-with-nonprofit-success-pack/create-and-manage-soft-credits> To ensure that the person being honored by a tribute gift consistently receives the proper soft credit, the nonprofit should set up Automatic Opportunity Contact Roles in NPSP and configure the Honoree role. This automation ensures that the honoree is always credited appropriately without manual intervention.

Steps:

Navigate to NPSP Settings > Donations > Automatic Opportunity Contact Roles.

Add a new Contact Role with the role type "Honoree."

Set the role to be automatically assigned to Opportunities that meet the criteria for tribute gifts.

Test the configuration by creating a new tribute gift and verifying that the Honoree Contact Role is correctly assigned.

Train staff on how to use the new setup to ensure consistency in data entry.

Reference:

CertGod Nonprofit Cloud Consultant Guide: Advises on configuring Automatic Opportunity Contact Roles for managing soft credits in tribute gifts.

Salesforce Documentation on NPSP Automatic Opportunity Contact Roles: Provides instructions on setting up and managing contact roles for Opportunities.

### NEW QUESTION # 88

A nonprofit organization is reviewing its Salesforce licenses as part of its User management strategy.

Which statement describes the Salesforce Integration user license?

- **A. Restricts assigned users to APT only access**
- B. Only available in Enterprise Edition
- C. Can only be assigned to System Administrators

**Answer: A**

### NEW QUESTION # 89

A nonprofit wants to send messages to Contacts stored in NPSP based on their connections to the nonprofit's corporate funders.

Which object should be connected with Contacts in a report type to meet this requirement?

- A. Accounts
- B. Opportunities
- C. Relationships
- **D. Affiliations**

**Answer: D**

#### **NEW QUESTION # 90**

A nonprofit organization performs wealth prospecting on a donor. The organization wants to track the real estate value and the business ownership value of the donors. Which Nonprofit Cloud object has standard fields to track these values?

- **A. Contact Profile**
- B. Business Account
- C. Opportunity

**Answer: A**

Explanation:

In the context of the new Nonprofit Cloud (NPC) and its Fundraising capabilities, Salesforce has introduced a more granular data model to support wealth screening and donor prospecting. The correct object for tracking specific financial indicators like real estate and business ownership is the Contact Profile.

In earlier versions of Salesforce for nonprofits (like NPSP), this data might have required custom fields on the Account or Contact. However, in the modern Nonprofit Cloud architecture, the Contact Profile object is specifically designed to store sensitive, person-centric data that aids in major gift strategies. This object contains standard, out-of-the-box currency fields such as:

- \* RealEstateValue: To track the estimated value of property owned by the constituent.
- \* BusinessOwnershipValue: To record the value of private businesses the contact owns.
- \* AssetLiquidationValue: For tracking liquid assets.
- \* StockValue: For public equity holdings.

Step-by-Step Configuration for Wealth Prospecting:

- \* Enable Fundraising: The consultant must first ensure that Fundraising is enabled in the Setup menu, as the Contact Profile fields for fundraising are available in more recent API versions (v59.0 and later).
  - \* Set Up Donor Profiles: The consultant should configure the Donor Profile-an account page layout within the Fundraising app.11 This page uses the Contact Profile record to display a "Donor Summary" card.
  - \* Data Integration: Often, wealth data is imported from external screening services (like WealthEngine or iWave). The consultant maps these external data points directly to the standard fields on the Contact Profile object.
  - \* ARC Integration: To provide a 360-degree view, the Contact Profile data can be surfaced alongside the Actionable Relationship Center (ARC), allowing major gift officers to see a donor's net worth alongside their professional and personal affiliations.
- By utilizing the standard Contact Profile object, nonprofits ensure their data remains compatible with built-in analytics and future Salesforce updates.

#### **NEW QUESTION # 91**

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