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The Salesforce Certified Nonprofit Cloud Consultant Exam (Nonprofit-Cloud-Consultant) certification is a valuable credential that every Salesforce professional should earn it. The Salesforce Certified Nonprofit Cloud Consultant Exam (Nonprofit-Cloud-Consultant) certification exam offers a great opportunity for beginners and experienced professionals to demonstrate their expertise. With the Salesforce Certified Nonprofit Cloud Consultant Exam (Nonprofit-Cloud-Consultant) certification exam everyone can upgrade their skills and knowledge. There are other several benefits that the Salesforce Nonprofit-Cloud-Consultant exam holders can achieve after the success of the Salesforce Certified Nonprofit Cloud Consultant Exam (Nonprofit-Cloud-Consultant) certification exam.

The Salesforce Certified Nonprofit Cloud Consultant Exam certification is ideal for individuals who have experience working with nonprofit organizations and are looking to enhance their skills and knowledge to become a professional Salesforce consultant. Nonprofit-Cloud-Consultant Exam is based on the latest Salesforce Nonprofit Cloud features and technologies, making it a valuable certification for individuals who want to keep up with the latest trends in the industry. Salesforce Nonprofit Cloud consultants are sought after by nonprofit organizations who want to leverage the power of Salesforce to improve their operations and achieve their goals.

Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q15-Q20):

NEW QUESTION # 15

A nationally federated nonprofit is implementing a single Salesforce org to provide shared fundraising services to its four regional affiliates. Each affiliate and the national nonprofit must see only its own donor data.

Which Salesforce feature would enable this level of record access?

- A. Criteria-based sharing
- B. Record Types
- C. Divisions
- D. Role Hierarchy

Answer: C

Explanation:

(Role hierarchy)

https://trailhead.salesforce.com/en/content/learn/modules/data_security/data_security_records

Role hierarchies ensure managers have access to the same records as their subordinates. Each role in the hierarchy represents a level of data access that a user or group of users needs.

NEW QUESTION # 16

A development director needs to understand which organizations have given to the nonprofit in some year prior to the current, but have not contributed to the nonprofit in the current year. How should the consultant accomplish this task?

- A. Create an Opportunity report that compares Contact donations from the previous fiscal year to the current
- B. Customize the date range on the NPSP SYBUNT report for Accounts
- C. Customize the date range on the NPSP LYBUNT report for Accounts
- D. Customize the date range on the NPSP SYBUNT report for Contacts

Answer: B

Explanation:

To identify organizations that have donated to the nonprofit in some year prior to the current year but have not contributed in the current year, the NPSP SYBUNT (Some Year But Unfortunately Not This year) report can be customized. Here's how to do it:

Navigate to the NPSP SYBUNT Report:

Go to the Reports tab.

Find and open the NPSP SYBUNT report template.

Customize the Date Range:

Click on the "Filters" pane.

Adjust the date range filters to include donations from the desired prior years and exclude the current year.

Modify Report Criteria:

Ensure the report is filtering by Account to get the organization-level data.

Add additional filters if necessary to refine the report (e.g., specific campaign or donation types).

Run the Report:

Save and run the report to get a list of organizations that have donated in previous years but not in the current year.

By customizing the date range on the NPSP SYBUNT report for Accounts, you can easily identify and target these lapsed donors for re-engagement campaigns.

Reference:

"Using NPSP Reports" from Salesforce Help: NPSP Reports

"SYBUNT and LYBUNT Reports in NPSP" from Salesforce.org: SYBUNT and LYBUNT

NEW QUESTION # 17

The vice president of development of a nonprofit organization wants to be able to review giving in the pipeline at a high level, and track the organization's process towards finding new potential donors. The VP also wants to track program metrics as compared to donor histories. What should the consultant advise?

- A. Review the components that are already on the NPSP Development Forecasting dashboard. Create additional reports and

edit the dashboard to add components to track the program data.

- B. Review the reports on the NPSP Fundraising Reports folder. Create additional reports to track program data. Schedule each report to be sent to the vice president every morning.
- C. Packaged NPSP dashboards cannot be edited. Recreate the NPSP Development Forecasting dashboard components. Add additional components to track program data.
- D. Packaged NPSP reports cannot be edited. Recreate all the reports found on the NPSP Development Forecasting dashboard to edit appropriately. Add additional reports to track program data.

Answer: A

Explanation:

To address the VP of development's needs:

* Review Existing Dashboard: Start by reviewing the existing components on the NPSP Development Forecasting dashboard. This provides a high-level view of the current giving pipeline.

* Create Additional Reports: Develop new reports to track program metrics and compare them to donor histories. These new reports should capture the necessary program data.

* Edit Dashboard: Modify the existing dashboard to include the new components that reflect the additional program data and metrics.

This approach leverages the existing infrastructure and enhances it to meet the organization's specific needs.

References:

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Customizing Dashboards in NPSP

NEW QUESTION # 18

The program manager of an after-school program wants to pull a report that shows all students in the program and their primary parent/guardian with the parent/guardian's cell phone and email. The nonprofit is using NPSP.

Which custom report type should the consultant use to create the report?

- A. Contacts with or without Service Participants
- B. Contacts with or without Relationships
- C. Program Engagements with or without Household Account
- D. Service Participants with or without Program Engagement

Answer: C

Explanation:

<https://trailhead.salesforce.com/trailblazer-community/feed/0D54S00000A7atiSAB>

NEW QUESTION # 19

How should a consultant install NPSP in an existing Salesforce org?

- A. Install each NPSP component from the Trailblazer Community.
- B. Install from the NPSP Installer page.
- C. Install each NPSP component from the AppExchange.
- D. Install using the NPSP Conversion Utility tool.

Answer: B

Explanation:

<https://powerofus.force.com/s/article/NPSP-Install>

The recommended method to install NPSP in an existing Salesforce org is to use the NPSP Installer page.

This installer simplifies the process by guiding users through the necessary steps and ensuring that all components are correctly installed.

Steps:

* Navigate to the NPSP Installer page on Salesforce.org.

* Click the "Install NPSP" button to start the installation process.

* Follow the prompts to authenticate and select the Salesforce org where NPSP will be installed.

* The installer will automatically download and configure all required NPSP components.

* Verify the installation by checking the NPSP settings and ensuring all components are functional.

CertGod Nonprofit Cloud Consultant Guide: Details the installation process for NPSP using the NPSP Installer page.

Salesforce Documentation on NPSP Installation: Provides step-by-step instructions for installing NPSP in a Salesforce org.

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