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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q145-Q150):

### NEW QUESTION # 145

A nonprofit wants to run an enrollment report for its education classes. Which Program Management Module object should the consultant use to build the report?

- A. Program Engagement
- B. Service Delivery
- C. Service
- D. Program Cohort

**Answer: A**

#### Explanation:

In the Salesforce Program Management Module (PMM), tracking the relationship between a person and a specific program is handled by the Program Engagement object. This object is the "enrollment" record that bridges the gap between a Contact (or Person Account) and a Program.

\* Architecture of Enrollment: When a student signs up for an education class, they aren't just a name in a database; they are an "engaged" participant in a specific initiative. The Program Engagement record stores critical enrollment data, such as the Stage (Applied, Enrolled, Completed, Withdrawn), the Start Date, and the Role of the participant.

\* Reporting Strategy: To build an enrollment report, the consultant uses the "Program Engagements with Contacts" or "Programs with Program Engagements" report types. This allows the organization to see exactly how many people are currently active in their classes.

\* Contextual Objects: \* Service (Option B): This represents the specific activity (e.g., "Math Tutoring") rather than the overall enrollment.

\* Program Cohort (Option C): This is used to group engagements into segments (e.g., "Spring 2025 Class"), but it doesn't represent the individual's enrollment status itself.

\* Service Delivery (Option D): This tracks the attendance or the actual provision of the service (e.g., "John attended the class on Tuesday").

By centering the report on Program Engagements, the consultant ensures the nonprofit can track their "Enrollment Pipeline"-identifying how many people move from application to successful completion of their education classes.

#### NEW QUESTION # 146

A nonprofit organization wants to use a multi-channel marketing tool for its email, social, and text messaging engagement. Which solution should the consultant recommend?

- A. Marketing Cloud
- B. Pardot
- C. Community Cloud
- D. Service Cloud

**Answer: A**

#### NEW QUESTION # 147

A nonprofit organization wants to automatically generate an Opportunity whenever a Lead is converted. What should the consultant do to meet this requirement?

- A. Write a trigger that automatically generates an Opportunity on Lead conversion.
- B. Create a process using Process Builder that will automatically create an Opportunity on Lead Conversion.
- C. Select the "Create an Opportunity on Lead Convert" checkbox in NPSP Settings.
- D. Install a third-party app from the AppExchange that converts leads to any other object.

**Answer: C**

#### NEW QUESTION # 148

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

**Answer: D**

#### NEW QUESTION # 149

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

**Answer: B**

Explanation:

Explanation

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

<https://trailhead.salesforce.com/en/content/learn/modules/donation-soft-credit-management-with-nonprofit-success-pack> Need to read about Honoree and Soft credit in detail

**NEW QUESTION # 150**

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