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Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q90-Q95):

NEW QUESTION # 90
A large nonprofit has chapters in multiple locations that want to operate under one central brand. The nonprofit wants the ability to

customize user roles, processes, and messaging unique to each location.
Which two Salesforce tools include the ability to segment data and functionality using business units?
Choose 2 answers

- A. Digital Engagement
- B. Marketing Cloud
- C. Datorama
- D. Pardot

Answer: B,D

Explanation:
Both Marketing Cloud and Pardot offer the capability to segment data and functionality using business units. This is particularly useful for large nonprofits with multiple chapters operating under a single brand but needing customized roles, processes, and messaging.
Marketing Cloud:
Business Units: Allows organizations to separate data, user permissions, and content based on different parts of the organization, such as chapters or departments. Each business unit can have its own data and customizations, enabling localized marketing while maintaining centralized control.
Pardot:
Business Units: Pardot Business Units enable marketing teams to partition data and customize marketing efforts for different segments within the organization. This ensures that each chapter can tailor its marketing automation processes to its specific needs while maintaining brand consistency.
Salesforce Marketing Cloud Documentation
Salesforce Pardot Documentation
Salesforce Trailhead: Get Started with Marketing Cloud Business Units

NEW QUESTION # 91
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 Accounting Subledger
- B. NPSP with Experience Cloud
- C. NPSP with Program Management Module
- D. NPSP with Account Engagement

Answer: B

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 # 92
Which resource should the consultant recommend to a non-profit organization to suggest new features in NPSP?

- A. Salesforce AppExchange
- B. Power of Us Hub
- C. Salesforce Help
- D. Trailblazer Community

Answer: B

Explanation:
For suggesting new features in NPSP, the recommended resource is:
Power of Us Hub: This is a community platform specifically for Salesforce.org customers. It includes forums, idea exchanges, and collaboration spaces where nonprofit users can suggest and discuss new features for NPSP.

The Power of Us Hub is the central place for engaging with the Salesforce nonprofit community and influencing future product development.
Power of Us Hub
Salesforce Trailhead: Engaging with the Salesforce Nonprofit Community

NEW QUESTION # 93
A nonprofit has purchased Accounting Subledger. Donations are imported from many sources and updated by staff frequently. The nonprofit wants to configure Accounting Subledger so only the appropriate records are created and available to be exported to finance.
How should the consultant configure Ledger Entries to limit the records exported to finance?

- A. Configure a Sales Process.
- B. Configure report to filter by stage.
- C. Configure Path on Opportune
- D. Configure Stage to State Mapping.

Answer: D

Explanation:
To configure Accounting Subledger so that only the appropriate records are created and available for export to finance, you need to set up Stage to State Mapping. This ensures that only donations at a certain stage are included in the ledger entries. Here are the steps:
Access Accounting Subledger Setup:
Navigate to the Accounting Subledger settings in Salesforce.
Configure Stage to State Mapping:
Define the mapping between Opportunity Stages and Accounting Subledger States.
For example, map the "Closed Won" stage to a state that signifies the donation is ready for ledger entry creation.
Update Opportunity Stages:
Ensure that your Opportunity Stages are correctly set up to reflect the different states of your donation process (e.g., "Pledged", "Received").
Create Ledger Entries:
Once an Opportunity reaches the specified stage (e.g., "Closed Won"), a ledger entry is automatically created.
Only these ledger entries are included in the export to finance.
By configuring the Stage to State Mapping, you ensure that only finalized donations (those that reach a specific stage) are included in the ledger entries, making the finance export process more efficient and accurate.
Salesforce Accounting Subledger Documentation: Stage to State Mapping.

NEW QUESTION # 94
A consultant needs to load a large volume of data for a nonprofit.
Which two steps should the consultant take before the data loads to speed up the process?
Choose 2 answers

- A. Recalculate Sharing Rules.
- B. Disable related Apex classes in TDTM.
- C. Add record owners to Role Hierarchy.
- D. Defer Sharing Rule Calculation.

Answer: B,D

Explanation:
When loading a large volume of data for a nonprofit, the following steps can significantly speed up the process:
Defer Sharing Rule Calculation:
Defer the sharing rule calculations during the data load process. This prevents Salesforce from recalculating sharing rules for each record as it is loaded, which can slow down the process considerably.
After the data load is complete, you can manually trigger the sharing rule recalculations.
Steps to Defer Sharing Rule Calculation:
Go to Setup.
Enter "Defer Sharing Calculations" in the Quick Find box.
Enable the deferment option before starting the data load.

Disable Related Apex Classes in TDTM:
Temporarily disable Apex triggers and classes in the TDTM (Table Driven Trigger Management) framework to reduce processing overhead during the data load.
This ensures that the system doesn't execute complex Apex code for each record being loaded.
Steps to Disable Related Apex Classes in TDTM:
Go to NPSP Settings.
Navigate to TDTM (Table Driven Trigger Management).
Identify and disable the relevant triggers and classes temporarily.
These steps help streamline the data loading process by minimizing the processing and recalculations that Salesforce would otherwise perform on each record.
Salesforce Help: Defer Sharing Rule Calculation
Nonprofit Success Pack (NPSP) Documentation: Managing TDTM Settings

NEW QUESTION # 95
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