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>> NP-Con-101 Reliable Real Test <<

## 100% Pass Quiz NP-Con-101 - Accurate Salesforce Certified Nonprofit Success Pack Consultant Reliable Real Test

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## Salesforce Certified Nonprofit Success Pack Consultant Sample Questions (Q176-Q181):

### NEW QUESTION # 176

A nonprofit has significant staff turnover and wants to ensure that the purpose of Salesforce field customization is clearly understood by system admins who are new to the nonprofit.

How should the consultant meet the requirement?

- A. Run the Schema Builder.
- B. Complete all field descriptions.
- C. Create a field history report.
- D. Run and view the Setup Audit Trail.

**Answer: B**

Explanation:

[https://trailhead.salesforce.com/content/learn/modules/data\\_modeling/schema\\_builder](https://trailhead.salesforce.com/content/learn/modules/data_modeling/schema_builder) To ensure that new system admins understand

the purpose of Salesforce field customizations, the following steps should be taken:

**Complete All Field Descriptions:**

For every custom field created in Salesforce, ensure that the "Description" field is filled out comprehensively.

Go to Salesforce Setup.

Navigate to the Object Manager and select the object that has custom fields.

For each custom field, click on "Edit" and provide a detailed description that explains the field's purpose, usage, and any important notes regarding its functionality.

Save the changes.

**Document Customizations:**

Maintain comprehensive documentation of all custom fields, including their descriptions, data types, and any validation rules associated with them.

Use a shared document or a dedicated Salesforce documentation tool to keep this information accessible and up-to-date.

**Training and Onboarding:**

Create a training module or onboarding program for new system admins that includes an overview of key customizations.

Use Trailhead modules to supplement learning about field management and customization best practices.

**Utilize Salesforce Resources:**

Encourage new admins to use Salesforce's Schema Builder to get a visual overview of the data model, which can help them understand how different fields and objects are interconnected.

Leverage the Setup Audit Trail to review any changes made to field customizations and understand their history.

By ensuring that all field descriptions are complete and providing thorough documentation, new system admins will have a clear understanding of the customizations, helping them manage and maintain the Salesforce instance more effectively.

Salesforce documentation on field customization and descriptions

CertGod Nonprofit Cloud Consultant guide

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### NEW QUESTION # 177

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

**Answer: C**

**Explanation:**

To provide each affiliate and the national nonprofit the ability to see only its own donor data in a single Salesforce org, the consultant should use Criteria-based Sharing. Here's why:

**Criteria-based Sharing:**

This feature allows for defining sharing rules based on specific criteria, such as record ownership or certain field values.

By setting up criteria-based sharing rules, each affiliate and the national nonprofit can be restricted to viewing only the records that meet the specified criteria, such as records tagged with their specific region or affiliate identifier.

Salesforce Sharing and Visibility Guide

Salesforce Criteria-based Sharing Rules Documentation

### NEW QUESTION # 178

A nonprofit organization needs to send a mailing to all clients to invite them to an informational session on its workforce development program. The organization wants to track who it was sent to and who responded. The organization is using the NPSP with the Household Account Model. What should a consultant advise them to do to accomplish this in Salesforce?

- A. Create a Campaign field and add all clients to it, then use the Household Mailing List button to generate the mailing list.
- B. Create a report using the NPSP All Contacts report and add a filter to just include clients
- C. Create a mailing list Campaign, then create a report using the type Contacts & Accounts with a filter for clients, then add to Campaign
- D. Create a Campaign, filter a list view for clients and add to Campaign. Create a report with the type Campaigns with Campaign Members.

**Answer: D**

**Explanation:**

To send a mailing to all clients and track who was sent the invitation and who responded, you should use Campaigns in NPSP.

Here's how to set it up:

Create a Campaign:

Navigate to the Campaigns tab.

Click "New Campaign" and fill out the necessary details such as Campaign Name (e.g., "Workforce Development Program Invite").

Filter List View for Clients:

Go to the Contacts tab.

Create a new list view or filter an existing one to include only clients. This might include adding filters for criteria that identify clients, such as specific Account Record Types or custom fields.

Add Contacts to Campaign:

Select all the clients in the list view.

Use the "Add to Campaign" button to add these Contacts to the previously created Campaign.

Track Responses:

After sending the invitations, track responses by updating the Campaign Member Status. This can be done manually or through an automated process if you have integrated email tracking.

Create a Campaign Report:

Go to the Reports tab.

Create a new report using the "Campaigns with Campaign Members" report type.

Filter the report to show the specific Campaign and the statuses of the Campaign Members (e.g., "Sent", "Responded").

This process ensures that the nonprofit can track who the invitations were sent to and who has responded, providing a clear view of the engagement for the workforce development program.

"Campaign Management in NPSP" from Salesforce Help: Campaign Management

"Creating and Managing Campaigns" from Salesforce.org: Campaigns Guide

**NEW QUESTION # 179**

A nonprofit using Case Management wants to avoid visually identifying a subset of clients.

How should a consultant configure the view of Contact records to meet the requirement?

- A. Set Component Visibility for the Client Card Component.
- **B. Set Component Visibility for the Client Photo Component.**
- C. Remove Client Card Component from the Lightning Record Page.
- D. Remove Client Photo Component from the Lightning Record Page.

**Answer: B**

**Explanation:**

To configure the view of Contact records to avoid visually identifying a subset of clients, the consultant should set the component visibility for the Client Photo Component:

Navigate to Lightning App Builder:

In Salesforce Setup, go to "Lightning App Builder."

Select the Lightning Record Page for Contacts that you wish to modify.

Configure Component Visibility:

Locate the Client Photo Component on the page.

Click on the component to open its properties.

Set Component Visibility Rules:

In the properties panel, set visibility rules for the Client Photo Component.

Define criteria to control when the component is visible. For instance, you can use field values or user profiles to determine visibility.

Save and activate the changes.

Test and Deploy:

Test the Lightning Record Page to ensure the visibility rules work as expected.

Deploy the updated page to users.

By setting the component visibility for the Client Photo Component, you can ensure that the subset of clients is not visually identified, meeting the nonprofit's requirements.

Salesforce Documentation: Lightning App Builder

Trailhead Module: Build and Customize Lightning Experience Pages

### NEW QUESTION # 180

The executive director at a nonprofit needs to understand the overall summary of individuals engaged with the organization across multiple channels, including donations, volunteer shifts, and event attendance. What can the consultant deliver to help them achieve this summary by channel?

- A. Create a User Hierarchy to report by user with the Opportunity, Contact, and Campaign records owned representing donation, volunteer, and event channels and their Campaign Memberships.
- B. Create a Role Hierarchy to summarize the number of Opportunity records associated with each user, and the Campaign Memberships associated with the Primary Contact on the Opportunity by channel.
- **C. Create a Campaign Hierarchy to see the number of people associated with each donation, shift, and event, by channel with Campaign Memberships.**
- D. Create an Account Hierarchy to see the number of people related to each household, and their associated Contact records with Campaign Memberships and Opportunities by channel.

**Answer: C**

Explanation:

To help the executive director understand the overall summary of individuals engaged with the organization across multiple channels, creating a Campaign Hierarchy is the most effective solution. Here's how to do it:

Create Campaigns for Each Channel:

Navigate to the Campaigns tab.

Create separate Campaigns for donations, volunteer shifts, and event attendance.

Use meaningful names to easily identify the Campaigns.

Build the Campaign Hierarchy:

Within each Campaign, specify a parent Campaign if applicable to create a hierarchy.

For example, an overarching "Engagement 2024" Campaign can have child Campaigns for donations, volunteer shifts, and events.

Associate Campaign Members:

Add relevant individuals to each Campaign as Campaign Members.

Ensure that each Campaign Member record reflects the individual's engagement in that specific channel.

Reporting on Campaign Hierarchy:

Create reports to summarize engagement across the Campaign hierarchy.

Use filters and grouping to display the number of people associated with each type of engagement by channel.

This approach provides a clear and organized view of individual engagement across various activities, making it easy to track and report on overall engagement.

Salesforce NPSP Documentation: Campaign Management

Salesforce Trailhead: Nonprofit Success Pack (NPSP) Campaigns

### NEW QUESTION # 181

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