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Salesforce Nonprofit-Cloud-Consultant (Salesforce Certified Nonprofit Cloud Consultant (SP20)) Exam is a certification exam designed for professionals who wish to specialize in Salesforce solutions for nonprofit organizations. Nonprofit-Cloud-Consultant exam evaluates the candidate's skills and knowledge in implementing, configuring, and consulting on Salesforce Nonprofit Cloud solutions. Nonprofit-Cloud-Consultant Exam is ideal for those who have experience with Salesforce solutions and a passion for working with nonprofit organizations.

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Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q39-Q44):

NEW QUESTION # 39

A nonprofit has its organization-wide sharing settings for all objects set to Private and is using Program Management Module to track Service Deliveries. A subset of Service Delivery records should be visible to selected staff. How should a consultant meet this requirement?

- A. Create and assign a new profile.
- B. Update default sharing to Public Read/Write.
- C. Update the assigned Permission Set.
- **D. Create a criteria-based sharing rule.**

Answer: D

Explanation:

When an organization uses a Private sharing model (Organization-Wide Defaults), users can only see records they own or records owned by their subordinates in the role hierarchy. To open up visibility to a "subset" of records for a "selected" group of staff, the consultant must use a Sharing Rule.

Implementing the Solution:

* Criteria-Based Logic: Since only a subset of Service Deliveries (e.g., those related to "Mental Health" or a specific "Program") needs to be shared, the consultant should use a Criteria-Based Sharing Rule.

* Definition: The rule might state: "Share Service Delivery records where Program Name EQUALS 'Youth Outreach' with the 'Program Staff' Public Group."

* Access Level: The consultant defines the level of access (Read Only or Read/Write).

* Public Groups: The "selected staff" should be added to a Public Group. The sharing rule then targets this group.

Why other options are incorrect:

* Public Read/Write (Option B): This would expose all records to all users, violating the nonprofit's strict security requirements.

* Permission Sets / Profiles (Options C & D): These grant the functional ability to use the object (CRUD), but in a Private sharing model, they do not grant access to specific records owned by others.

Sharing rules are the primary tool for record-level visibility in Salesforce.

NEW QUESTION # 40

A nonprofit wants a report of all memberships that will expire in exactly 30 days. How should a consultant filter a report on Membership End Date?

- **A. Membership End Date is equal to NEXT 30 DAYS.**
- B. Membership End Date is equal to or less than NEXT 30 DAYS.
- C. Membership End Date equals NEXT 30 DAYS and does not equal NEXT 29 DAYS.
- D. Membership End Date is equal to or greater than NEXT 30 DAYS.

Answer: A

NEW QUESTION # 41

A nonprofit organization has been using Salesforce without NPSP. The organization is now interested in the NPSP functionality and wants the consultant to recommend if NPSP should be used in the same Salesforce environment or if they should start over in a new environment.

Which tool should the consultant use to help evaluate and recommend the best course of action?

- A. Setup Audit Trail
- **B. NPSP Health Check**
- C. Lightning Experience Migration Assistant
- D. Salesforce Optimizer

Answer: B

NEW QUESTION # 42

A Nonprofit Cloud organization has Automatic Person Account Mailing Address Synchronization enabled. A staff member removes the Is Primary flag from a linked address. What occurs to the address?

- A. The address is marked Inactive.
- B. The address is archived automatically and the end date is set.

- C. The address is removed from the Person Account Mailing Address field.

Answer: C

Explanation:

Automatic Person Account Mailing Address Synchronization is a powerful feature in Nonprofit Cloud that ensures the standard mailing address fields on the Person Account stay perfectly in sync with the Contact Point Address related records.

In this model, the Person Account's "Mailing Address" fields (Street, City, State, etc.) are essentially a "mirrored reflection" of whichever Contact Point Address record is marked as Is Primary.

The Synchronization Logic:

* Setting a Primary: When a user checks the IsPrimary box on a Contact Point Address, the system automatically copies that data into the Person Account's standard mailing fields.

* Removing the Flag: If a staff member unchecks the IsPrimary flag, the "bridge" between that specific address record and the Account fields is broken. Because there is no longer a designated primary address for that account, Salesforce clears the standard Mailing Address fields on the Person Account to prevent outdated or incorrect information from remaining in the primary display.

* Data Retention: It is important to note that the Contact Point Address record itself is not deleted or archived. It remains in the related list; it simply loses its "Primary" status and is no longer pushed to the main Account header.

Why other options are incorrect:

* Option A and C: The system does not automatically set an end date or mark the record as "Inactive" simply because the primary flag was removed. The record remains "Active" but secondary. It is up to the user to manually mark it as inactive or undeliverable if that is the case.

For a consultant, this behavior is a critical consideration for data hygiene. If an organization requires that every donor always has a mailing address, the consultant must ensure users understand that unchecking IsPrimary will leave the main Account record with a blank address until a new primary is selected.

NEW QUESTION # 43

A system admin used NPSP Contact Merge and notices the number of household accounts has changed from 12,345 to 12,300 and is concerned that accounts have been lost.

What is the likely cause for the missing accounts?

- A. The merge converts Household Accounts to Household custom object records.
- B. The merge automatically creates Household Accounts.
- C. The merge combines Household Accounts with Contacts.
- D. The merge automatically deletes any empty Household Accounts without Contacts or Opportunities.

Answer: D

Explanation:

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

When using the NPSP Contact Merge functionality, any empty Household Accounts that do not have associated Contacts or Opportunities are automatically deleted. This is likely the cause of the reduction in the number of household accounts noticed by the system administrator.

Steps to Verify:

* Check Merge Settings:

* Review the settings and configuration of the NPSP Contact Merge process to understand its behavior regarding empty Household Accounts.

* Review Audit Logs:

* Check the Salesforce audit logs to see the details of the merge operations and confirm that empty Household Accounts were deleted.

* Restore if Necessary:

* If the deletion of empty Household Accounts was unintended, use data recovery options to restore any necessary records.

References:

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Merge Duplicate Records in Nonprofit Success Pack

NEW QUESTION # 44

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