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To prepare for the Salesforce Nonprofit-Cloud-Consultant exam, candidates can take the Salesforce Nonprofit Cloud Consultant training course. The training course covers all the topics that are included in the exam, and it also provides hands-on experience in implementing Nonprofit Cloud solutions. Additionally, candidates can use various study materials such as books, practice tests, and online resources to prepare for the exam.

Salesforce is a leading provider of customer relationship management (CRM) software that helps businesses manage their customer interactions and improve their sales processes. However, Salesforce is not just limited to for-profit organizations. They also offer a range of products specifically designed for nonprofit organizations. The Salesforce Nonprofit Cloud, for instance, is a powerful tool that helps nonprofits better manage their donor relationships, fundraising campaigns, and engagement efforts. If you are looking to become a certified Salesforce Nonprofit Cloud consultant, then you need to pass the Salesforce Nonprofit-Cloud-Consultant (SP20) exam.

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Salesforce Certified Nonprofit Cloud Consultant (SP20) exam is a comprehensive exam that covers a wide range of topics related to nonprofit organizations. Nonprofit-Cloud-Consultant exam covers topics such as fundraising and donor management, volunteer management, case management, program management, and more. Nonprofit-Cloud-Consultant Exam also covers topics related to Salesforce Nonprofit Cloud features and functionality, such as the Nonprofit Success Pack (NPSP) and the Nonprofit Cloud Data Architecture.

Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q13-Q18):

NEW QUESTION # 13

A nonprofit organization wants to track all donations that go to a specific, designated fund. How should a consultant solution for this use case?

- A. Create a GAU Allocation record for the designated fund.
- B. Create a custom object for to track fund accounts and then create an Account record for the designated fund.
- C. Create a GAU record for the designated fun.
- D. Create an Opportunity record type, called "Funds" and then create an Opportunity record for the designated fund.

Answer: A

NEW QUESTION # 14

A consultant is tasked with implementing NPSP for a UK-based nonprofit. One of their requirements is to localize the US-focused labels of some NPSP fields, such as replacing all references to Organization with Organisation.

What should the consultant do to meet the requirement?

- A. Override the default English labels in Translation Workbench.
- B. Create a support case to change the label.
- C. Reword the field label in Setup.
- D. Activate English (UK) In Language Settings.

Answer: D

Explanation:

To localize the US-focused labels of some NPSP fields for a UK-based nonprofit, such as replacing "Organization" with "Organisation," the consultant should activate English (UK) in Language Settings. Here's why:

Activate English (UK):

Salesforce supports multiple languages and localizations, including English (UK), which provides localized labels for standard fields and objects.

By activating English (UK), the system will automatically use British English conventions, replacing US-centric terms with UK equivalents.

This is a straightforward and efficient method to localize field labels without the need for custom development or manual label changes.

Reference:

Salesforce Language Settings Documentation
Salesforce Localization and Translation Guide

NEW QUESTION # 15

A nonprofit organization has received 50 donations from a peer-to-peer fundraising event. When entering the donations, the organization wants to ensure that both the team organizer and the donor get equal attribution for each donation, so the organization can send them acknowledgements later. How should the donation attributions be entered in Nonprofit Cloud?

- A. Create an Opportunity Contact Role for the donor and create a Gift Tribute for the team organizer.
- B. Create a Gift Soft Credit for the team organizer and attribute the Gift Transaction to Donor.
- C. Enter the donor donation total in the Donor Cover Amount on the Gift Transaction and create a Gift Transaction Designation for the event.

Answer: B

Explanation:

In Nonprofit Cloud for Fundraising, correctly attributing "Hard Credit" and "Soft Credit" is essential for accurate financial reporting and donor stewardship.

In a peer-to-peer (P2P) scenario, the person who actually gave the money is the Donor. They receive the legal "Hard Credit" for tax purposes. The Team Organizer (the solicitor) is the influencer who motivated the gift.

They receive the "Soft Credit" for recognition purposes.

Step-by-Step Entry Process:

* Create the Gift Transaction: The consultant (or the automated P2P integration) creates a Gift Transaction record. The Donor field is populated with the Person Account of the individual who made the payment. This is the Hard Credit.

* Assign the Soft Credit: To recognize the team organizer, a Gift Soft Credit record is created and linked to that specific Gift

Transaction.

* The Soft Credit Recipient is the Team Organizer's Person Account.

* The Role is set to "Solicitor" or "P2P Organizer."

* Automation: When these gifts are entered in bulk, the consultant can use a Gift Batch where a default "Soft Credit" can be applied to all transactions in the batch if they all belong to the same organizer.

* Acknowledgement: By having both names linked to the transaction-one as the primary donor and one as a soft credit recipient-the organization can run two separate acknowledgment runs. One generates a "Tax Receipt" for the donor, and the other generates a "Thank You/Influence Alert" for the organizer.

Why other options are incorrect:

* Option A: "Donor Cover Amount" is used for tracking when a donor pays for the credit card processing fees, not for attribution to a third party.

* Option B: Gift Tribute is for "In Memory Of" or "In Honor Of" designations, which are purely sentimental and do not represent the solicitation influence of a peer-to-peer organizer. Gift Soft Credit is the standard NPC object for this business requirement.

NEW QUESTION # 16

A nonprofit using NPSP has just implemented the Program Management Module. The nonprofit wants to migrate its client and program data.

Which two steps should the consultant use to import and deduplicate the data against existing records?

Choose 2 answers

- A. Upload the program data using the NPSP Data Importer.
- B. Upload the client information using the NPSP Data Importer.
- C. Upload the program data using the Data Import Wizard.
- D. Upload the client data using the Data Import Wizard.

Answer: B,C

Explanation:

<https://powerofus.force.com/s/article/NPSP-BP-Getting-Started-Program-Management#week4> When migrating client and program data to the Program Management Module (PMM) in NPSP, it is important to use the appropriate tools for data import and deduplication to ensure data integrity and avoid duplication. The NPSP Data Importer is specifically designed for importing client information, including deduplication against existing records. The Data Import Wizard can be used for uploading program data, which may not require the same level of deduplication as client data.

Steps:

* Prepare the client data, ensuring all necessary fields are included and formatted correctly.

* Use the NPSP Data Importer to upload the client information, which includes built-in deduplication features to match against existing records.

* Prepare the program data similarly, ensuring proper formatting and completeness.

* Use the Data Import Wizard to upload the program data. This tool is suitable for handling bulk data uploads and does not inherently include deduplication, which is less critical for program data compared to client data.

References:

CertGod Nonprofit Cloud Consultant Guide: Discusses best practices for data migration and the tools available in NPSP for importing and deduplicating data.

Salesforce Documentation on NPSP Data Importer and Data Import Wizard: Provides detailed instructions on using these tools for data import.

NEW QUESTION # 17

A nonprofit realizes that the target deployment date is concurrent with a Salesforce major seasonal release window.

Which two steps should the nonprofit take when finalizing the plan for the new feature in production?

Choose 2 answers

- A. Review the sandbox preview instructions for the upcoming release.
- B. Verify the sandbox is on the same release as production.
- C. Deploy a Change Set during the upgrade window for the production instance.
- D. Log a Salesforce support case to change the version of the sandbox release.

Answer: B,C

NEW QUESTION # 18

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