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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q17-Q22):

### NEW QUESTION # 17

A nonprofit organization receives a lot of grants, many of which are renewals of previous grants from the same funder. The organization wants to be able to easily access the previous grant information. What should the consultant advise to capture this in Salesforce?

- A. Create a Campaign for the funder and add all Opportunities including the original grant and any renewal grants to the Campaign.
- B. Ensure that when naming the Opportunity for the renewal grant, "Renewal" is included in the name as well as the name of the funder.
- C. Fill in the "Previous Grant/Gift Opportunity" lookup field on the Opportunity for the new grant and check the "Is Grant Renewal" field.
- D. Create a child Opportunity for the renewal grant from the original grant using the Renewal Grant Opportunity record type.

**Answer: C**

Explanation:

To capture information for grants and easily access previous grant details, the following setup can be used in Salesforce:

Previous Grant/Gift Opportunity Lookup Field:

Add a lookup field on the Opportunity object called "Previous Grant/Gift Opportunity".

When creating a new grant Opportunity, fill in this field with the previous grant's Opportunity record.

Is Grant Renewal Checkbox:

Add a checkbox field on the Opportunity object called "Is Grant Renewal".

Check this box for Opportunities that are renewals of previous grants.

Grant Tracking and Reporting:

This setup allows easy tracking of grant renewals and provides a straightforward way to report on grants and their renewals.

Use reports and dashboards to summarize and analyze grant data, including renewals.

By linking each renewal grant to the original grant Opportunity, you maintain a clear record of the grant history, making it easy to access previous grant information and analyze grant renewals.

Reference:

"Grant Management Best Practices" from Salesforce Help: Grant Management

"Nonprofit Success Pack Grant Management" from Salesforce.org: NPSP Grant Management

### NEW QUESTION # 18

A developer wrote a trigger on the Contact object.

What are two benefits of using Table-Driven Trigger Management (TDTM) the consultant should discuss with the developer?

Choose 2 answers

- A. Control the order in which the code executes.
- B. Disable specific pieces of code.
- C. Review code coverage.
- D. Identify code that is unused.

**Answer: A,B**

Explanation:

<https://powerofus.force.com/s/article/NPSP-TDTM-Overview>

Table-Driven Trigger Management (TDTM) in the Salesforce Nonprofit Success Pack (NPSP) allows developers and

administrators to manage Apex triggers in a more flexible and controlled manner. The benefits include:

\* Control the order in which the code executes (B): TDTM enables you to specify the order of execution for various triggers, ensuring that triggers run in the desired sequence.

\* Disable specific pieces of code (D): TDTM allows you to disable individual triggers or handler classes without modifying the actual code, which is useful for debugging or temporarily disabling functionality.

References:

Salesforce Nonprofit Success Pack Documentation

Salesforce Trailhead: Manage Nonprofit Success Pack (NPSP) Table-Driven Trigger Management

#### NEW QUESTION # 19

The system admin for a nonprofit is receiving a System.DmlException notification.

Where should the consultant view detailed information about the notification?

- A. System Overview Page
- **B. Error Log**
- C. Event Monitoring
- D. Trigger Configuration

**Answer: B**

#### NEW QUESTION # 20

Salesforce recommends using V2MOM with customers in the requirements-gathering phase of a project. What is the desired outcome?

- **A. Organizational alignment**
- B. Executive sponsorship
- C. Customer adoption
- D. Data security

**Answer: A**

Explanation:

Salesforce recommends using V2MOM (Vision, Values, Methods, Obstacles, and Measures) with customers in the requirements-gathering phase of a project to achieve organizational alignment. Here's how V2MOM helps:

Vision:

Define what you want to achieve. This provides a clear direction for the project.

Values:

Identify what is important about the vision and why it matters. This aligns the project goals with the organization's core values.

Methods:

Outline the steps to achieve the vision. This ensures everyone understands the approach and processes to be followed.

Obstacles:

Recognize potential challenges and how to address them. This prepares the team to handle issues proactively.

Measures:

Determine how success will be measured. This provides clear criteria for evaluating progress and outcomes.

Using V2MOM ensures that all stakeholders are aligned with the project's goals, values, methods, challenges, and success metrics, fostering a unified approach to project execution.

Reference:

Salesforce V2MOM Framework: Marc Benioff's V2MOM

Salesforce Trailhead: Define Your Vision with V2MOM

#### NEW QUESTION # 21

A consultant is implementing Salesforce for a nonprofit client who is inexperienced with Salesforce. The nonprofit wants to assign an NPSP fundraising training module to their staff. Which training resource should the consultant recommend?

- **A. Learning Path**
- B. AppExchange Report
- C. Salesforce Help and Training

- D. Trailblazer Community Dashboard

**Answer: A**

Explanation:

In the modern Salesforce Lightning experience, the Learning Path is the best tool for an admin or consultant to deliver targeted training directly within the flow of work.

What is a Learning Path?

A Learning Path allows a consultant to curate specific Trailhead modules, internal documents, or videos and assign them to specific users or groups based on the page they are currently viewing. For a nonprofit implementing NPSP, the consultant can:

- \* Curate Content: Select existing Trailhead modules like "Fundraising with Nonprofit Success Pack."
- \* Assign to Users: Target the training specifically to the "Fundraising" profile or "Gift Officer" team.
- \* In-App Access: Instead of forcing staff to leave Salesforce to search a separate help portal, the training appears in the "Learning" side panel (represented by the graduation cap icon) while they are actually looking at Opportunity or Contact records.
- \* Track Progress: Managers can see who has completed the assigned modules, making it a powerful tool for onboarding and change management.

Why other options are incorrect:

- \* Salesforce Help and Training (Option A): This is the documentation portal. While useful, it is a "pull" resource (staff have to go find it) rather than a "push" resource (assigned by the admin).
- \* Trailblazer Community (Option C): This is a forum for discussion and peer support, not a structured training assignment platform.
- \* AppExchange Report (Option D): The AppExchange is for downloading apps; there is no such thing as an "AppExchange Report" used for assigning training.

## NEW QUESTION # 22

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