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## Salesforce Certified Nonprofit Cloud Consultant Exam Sample Questions (Q45-Q50):

### NEW QUESTION # 45

A nonprofit organization wants a report that compares giving at a consistent point in time from year to year. Now should the consultant set this up?

- A. Create a matrix report bucketing the dates you wish to compare.
- B. Set up a Reporting Snapshot on Opportunities.
- C. Create a joined report showing the two years side by side.
- **D. Run the NPSP Account SYBUNT and Contact SYBUNT reports.**

**Answer: D**

### NEW QUESTION # 46

A nonprofit organization wants to use a multi-channel marketing tool for its email, social, and text messaging engagement. Which solution should the consultant recommend?

- A. Service Cloud
- B. Pardot
- C. Community Cloud
- **D. Marketing Cloud**

**Answer: D**

### NEW QUESTION # 47

Which two actions should a consultant take before importing a large volume of data into an NPSP org?

- A. Disable certain Apex classes manually in production
- B. Check the code coverage of the target org
- **C. Disable certain Apex classes using TDTM**
- **D. Check if the data is clean, structured, and in its final format**

**Answer: C,D**

Explanation:

Before importing a large volume of data into an NPSP org, it's crucial to ensure data quality and optimize performance. Here are the steps:

Check if the Data is Clean, Structured, and in its Final Format:

Review the data to ensure it is free of duplicates, correctly formatted, and complete.

Clean data before importing to avoid data quality issues.

Disable Certain Apex Classes Using TDTM:

Navigate to NPSP Settings in Salesforce.

Under "Settings", find "TDTM (Table Driven Trigger Management)".

Temporarily disable non-essential Apex classes that might interfere with the data import process. This helps improve the import performance and reduces the risk of errors.

By following these steps, you can ensure that the data import process is smooth and that the imported data maintains high quality.

Reference:

"Preparing for Data Import in NPSP" from Salesforce Help: Data Import Preparation

"Managing TDTM in NPSP" from Salesforce.org: TDTM Management

### NEW QUESTION # 48

A nonprofit is implementing Salesforce for program management. The nonprofit wants to measure user adoption after go-live. What are two metrics the nonprofit can use to measure user adoption?

Choose 2 answers

- **A. Percentage of staff logging in on a weekly basis**

- B. Number of Opportunity records created in the last 30 days
- C. Percentage of Leads converted on a weekly basis
- D. Number of Account and Contact records created in the last 30 days

**Answer: A,D**

Explanation:

To measure user adoption after the go-live of Salesforce for program management, the nonprofit can track the following metrics:

Number of Account and Contact Records Created (B):

This metric indicates how actively users are adding new data into the system, reflecting their engagement and usage of Salesforce for managing accounts and contacts.

Percentage of Staff Logging In Weekly (C):

This metric provides insight into how consistently staff members are using Salesforce. High login rates suggest good user adoption, while low rates may indicate a need for additional training or support.

Steps to Measure:

Create Reports:

Use Salesforce reports to track the number of Account and Contact records created over the past 30 days.

Set up a report to monitor user login frequency and calculate the percentage of staff logging in weekly.

Monitor and Analyze:

Regularly review these reports to assess user adoption and identify any areas needing improvement.

Reference:

Salesforce Adoption Dashboards

Salesforce Trailhead: Measure Salesforce Adoption

#### NEW QUESTION # 49

A nonprofit, who does a lot of mail appeals to donors, asks their consultant for the best solution to keep their constituents' addresses formatted properly to ensure the mail reaches them.

What should the consultant recommend?

- A. Insights Platform Data Integrity
- B. Customer Data Platform
- C. Sender Authentication Package
- D. NPSP Address Management

**Answer: D**

Explanation:

For a nonprofit that does a lot of mail appeals to donors and wants to ensure addresses are formatted correctly, the consultant should recommend:

NPSP Address Management:

NPSP Address Management helps ensure that addresses are standardized and formatted correctly. It includes tools and processes to manage and validate addresses, thus reducing errors in mailings and improving delivery rates.

#### NEW QUESTION # 50

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