Salesforce.Nonprofit-Cloud-Consultant.v2022-07-26.q80

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NEW QUESTION: 1
A nonprofit wants to segment its constituents based on their donations from the prior fiscal year. The nonprofit wants to include only onetime gifts it received.
Which NPSP feature should the consultant use to meet this requirement?
A. Levels
B. Advanced Mapping
C. Engagement Plans
D. Customizable Rollups
Answer: B (LEAVE A REPLY)

NEW QUESTION: 2
A nonprofit is moving from a legacy donor management system to NPSP. The nonprofit wants to retain the legacy system's 150 donation appeal source codes as historical data.
What should the consultant recommend?
A. Create a custom object "Legacy Source Code" and map a lookup field on Contacts and Opportunities when importing donations.
B. Create a custom text field "Legacy Source Code" on Contact and Opportunity to store the legacy system's source codes.
C. Insert a Campaign for each Legacy Source code and, when importing Contacts and Opportunities, relate them to the Campaign.
D. Add each legacy source code to the Lead Source picklist and set the code when inserting Contacts and Opportunities.
Answer: A (LEAVE A REPLY)
https://www.plative.com/preparing-for-salesforce-data-migration-with-nonprofit-success-pack/

NEW QUESTION: 3

A nonprofit has been keeping track of donors' employers in a spreadsheet. The nonprofit has hired a consultant to upload data to the NPSP Affiliations object. What is the correct order for uploading the donors' employment information?

A. Insert Organization Accounts for the employer, insert Contact records for the donor, insert Affiliation records for the employment information

B. Insert Affiliation records, export Contact records, export Account records, upsert Contact records

C. Upsert Contact records, export Contact ID, upsert Organization Accounts for employer with Organization Account ID in the "Primary Affiliation" field

D. Upsert Organization Accounts, export Organization Account ID, upsert Contact record with Organization Account ID in the "Primary Affiliation" field

Answer: (SHOW ANSWER)

NEW QUESTION: 4

A nonprofit wants to integrate its existing proprietary event management system with Salesforce. The nonprofit wants to automatically send event and attendee data from its external system and create Campaigns and Campaign Members in Salesforce on a daily basis.

What should the consultant recommend?

A. Use a middleware tool to integrate the external system with Salesforce.

B. Use NPSP Batch Data Import to schedule regular Imports from the external system.

C. Use Salesforce Connect to integrate the external system with Salesforce.

D. Use NPSP Data Importer Templates to import the necessary data.

Answer: C (LEAVE A REPLY)

https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2021-01-10.q37/a-nonprofit-organization-wants-to-integrate-its-event-management-system-and-salesforce-the-organization

NEW QUESTION: 5

A finance associate needs to track specific funds associated with gifts from individuals and organizations. Gifts may be received as either single amounts associated with one or more funds, and totals by fund will need to be reported on for reconciliation with a finance system.

How should the consultant accomplish this with NPSP?

A. Create a custom multi-select picklist on the Opportunity record to allow for choosing each of the funds towards which the gift is designated.

B. Create General Accounting Unit records for each of the funds, and associate them with the Opportunity by GAU Allocation record amounts representing the amounts towards each fund.

C. Create Campaign records for each of the funds, and associate them with the Opportunity Primary Campaign field on the Opportunity records representing the amounts towards each fund.

D. Create Campaign records for each of the funds, create a custom Lookup to Campaigns on the Payment Object, and associate them with Payment records representing the amounts towards each fund.

Answer: B (LEAVE A REPLY)

NEW QUESTION: 6

A family foundation wants to use Salesforce to track its funding of dozens of projects using a Campaign for each project. The foundation has a goal of funds to disperse, and it is important that the foundation can track year over year goals for each project. What should a consultant recommend for the foundation to track progress?

A. Create reports with bucketing and filters.

B. Create a process that populates custom fields for each year and project on Opportunities.

C. Create a Campaign hierarchy for project and year.

D. Create a custom object for year and a custom object for project to track.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 7

The development director at a nonprofit needs to track grant lifecycles using NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments.

How should the consultant model payments, applications, reporting deadlines, and actions in NPSP for the grant seeking institution?

A)

Payments = Opportunities with Deliverables
Applications = Activities
Reporting deadlines = Opportunities with Deliverables
Actions = Activities

B)

Payments = Opportunities with Payments
Applications = Deliverables
Reporting deadlines = Deliverables
Actions = Activities

C)

Payments = Opportunities with Payments
Applications = Activities
Reporting deadlines = Activities
Actions = Activities

D)

Payments = Recurring Donations with Opportunities
Applications = Deliverables
Reporting deadlines = Deliverables
Actions = Activities

A. Option A

B. Option B

C. Option C

D. Option D

Answer: B (LEAVE A REPLY)

https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2020-09-19.q37/the-development-director-at-a-nonprofit-needs-to-track-grant-lifecycles-using-the-npsp-including-assignin

NEW QUESTION: 8

A nonprofit fundraiser notices that some of the NPSP calculated donation summary fields on the Contact and Account records are displaying incorrect values when compared to the donations recorded for each donor.

What are three items the consultant should review to trouWeshoot the issue?

Choose 3 answers

A. NPSP Health Check

B. Salesforce Optimizer report

C. Opportunity Stages

D. Customizable Rollups

E. Campaign Hierarchy

Answer: A,B,D (LEAVE A REPLY)

NEW QUESTION: 9

A consultant is setting up a governance framework as part of a nonprofit organization implementation.

Which three elements should be included in a Salesforce-recommended governance structure? Choose 3 answers

A. Center of Excellence

B. Design Standards

C. Rules of Engagement

D. Agile Methodology

E. Release Management

Answer: A,D,E (LEAVE A REPLY)

NEW QUESTION: 10

A system admin is trying to figure whether the nonprofit's internal release schedule conflicts with either Salesforce.com or Salesforce.org major releases.

What are two facts about Salesforce.org major releases the consultant could share with the admin?

Choose 2 answers

A. The Salesforce.org release schedule can be found on the SFDO Major Release Announcements group.

B. Salesforce.org major releases arrive approximately one month after Salesforce.com releases.

C. The Salesforce.org release schedule can be found on the Salesforce Trust website.

D. Salesforce.org major releases follow the same schedule as Salesforce.com releases.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 11

A gift officer successfully imported a small list of donors and their donations. The gift officer wants to add these donors to a Campaign from an Opportunities report but the "Add to Campaign" option is not available. The gift officer wants to add donors to a Campaign from a report. What should the consultant recommend?

A. Go to Setup and add the "Add to Campaign" button to the report type

B. Create a report type that includes Contacts such as the Opportunities with Contact Roles report type
C. Export the Opportunity report results and import the list of donors as Campaign Members using the Data Import Wizard
D. Create a joined report with Opportunities and Campaigns
Answer: (SHOW ANSWER)

NEW QUESTION: 12
A nonprofit needs to send automated renewal emails on a 30/60/90/180-day cadence. Each email template needs to be different based on the members' website visits.
Which solution should a consultant recommend?
A. Workflow
B. Apex
C. Flow
D. Pardot
Answer: D (LEAVE A REPLY)

NEW QUESTION: 13
A nonprofit wants to track various funds in Salesforce to report on its restricted donations. Which NPSP feature should the consultant recommend?
A. Customizable Rollups
B. Engagement Plans
C. Levels
D. General Accounting Units
Answer: (SHOW ANSWER)

NEW QUESTION: 14
A large nonprofit has chapters in multiple locations that want to operate under one central brand. The nonprofit wants the ability to customize user roles, processes, and messaging unique to each location.
Which two Salesforce tools include the ability to segment data and functionality using business units?
Choose 2 answers
A. Datorama
B. Marketing Cloud
C. Pardot
D. Digital Engagement
Answer: A,B (LEAVE A REPLY)
https://trailhead.salesforce.com/en/content/learn/modules/audience-segmentation/learn-about-segmentation-tools

NEW QUESTION: 15
A consultant is planning to use Accounting Subledger and migrate 20 years of donation data into NPSP for a nonprofit that receives more than 200,000 donations each year.
Which two features should the consultant consider implementing to improve search performance?

Choose 2 answers
A. Salesforce Object Search Language (SOSL)
B. Skinny Tables
C. Custom Index
D. Salesforce Optimizer
Answer: A (LEAVE A REPLY)
https://trailhead.salesforce.com/en/content/learn/modules/search_solution_basics/search_solution_basics_optimizing

NEW QUESTION: 16
How can a user differentiate between a Contact's Account and Primary Affiliation under the Household Account model?
A. A Contact's Account is where they work, a Contact's Primary Affiliation is where they live.
B. A Contact's Account is where they live, a Contact's Primary Affiliation is where they work.
C. A Contact's Account is the same as the Contact record, a Contact's Primary Affiliation is the Contact's Household.
D. A Contact's Account is the same as a "bucket" where all Contacts are associated, a Contact's Primary Affiliation is the Contact's Household.
Answer: (SHOW ANSWER)

NEW QUESTION: 17
A consultant is training a system admin to prepare for a new release of a particular open source Nonprofit Cloud product.
Where are two places the system admin should look for release notes on the product?
Choose 2 answers
A. The Nonprofit Hub group in the Trailblazer Community.
B. The Salesforce Trust website.
C. The Nonprofit Cloud release announcement group in the Trailblazer Community.
D. The product's GitHub repository release page.
Answer: (SHOW ANSWER)

NEW QUESTION: 18

A large non-profit organization needs to keep track of a vast network of donors in NPSP. The donors have their own complex relationships, where they may be related to many different Accounts. Which Salesforce object does Saleforce.org recommend using to address this complexity?

A. Organization Accounts

B. Affiliations

C. Connections

D. Relationships

E. Contact (associated to Multiple Accounts)

Answer: B ([LEAVE A REPLY])

NEW QUESTION: 19

The event manager for a nonprofit organization periodically imports a cleaned, structured list of event registrations. Now should the consultant set up the TDTM Trigger Handlers?

A. Disable Opportunity Contact Role trigger handlers.

B. Disable TDTM for specific users.

C. Disable the Trigger Handler using Apex instead of TDTM.

D. Disable TDTM for all users.

Answer: B ([LEAVE A REPLY])

https://powerofus.force.com/s/article/NPSP-Disable-Trigger-Handlers#ariaid-title3

NEW QUESTION: 20

A volunteer manager at a nonprofit wants to search for volunteers with landscaping skills who are available at a given time and add them to a shift. The nonprofit is using Volunteers for Salesforce.

What should the consultant advise to meet this requirement?

A. Click the Find Volunteers tab and fill in the Volunteer Status, Volunteer Availability, and Volunteer Skills tabs with the desired values. Click search and select an available volunteer.

B. Create a report with the report type of Contacts with Volunteer Hours and Volunteer Jobs. Filter the Jobs by landscaping and Volunteer Availability for the given time. Select an available volunteer.

C. Create a list view on Contacts showing Volunteer Skills and Volunteer Availability. Add a filter for landscaping skills and sort the list to find volunteers who are available at the given time.

D. Click the the Volunteers Wizard and enter landscaping skills in the search box. Click search and filter the results by entering the desired Volunteer Availability. Select an available volunteer.

Answer: ([SHOW ANSWER])

NEW QUESTION: 21

A consultant needs to load a large volume of data for a nonprofit.

Which two steps should the consultant take before the data loads to speed up the process?

Choose 2 answers

A. Add record owners to Role Hierarchy.

B. Disable related Apex classes in TDTM.

C. Defer Sharing Rule Calculation.

D. Recalculate Sharing Rules.
Answer: (SHOW ANSWER)

NEW QUESTION: 22
A nonprofit needs a marketing automation tool. They want to segment and target supporters over time, based on the supporters' engagement and how they interact with the nonprofit's emails. The nonprofit needs to create emails using Lightning Email Templates.
Which marketing automation tool should a consultant recommend?
A. List Emails
B. Salesforce Flow
C. Email Studio
D. Pardot
Answer: D (LEAVE A REPLY)
https://www.salesforce.org/blog/how-nonprofits-can-use-pardot-for-moves-management/

NEW QUESTION: 23
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. Number of Opportunity records created in the last 30 days
B. Number of Account and Contact records created in the last 30 days
C. Percentage of staff logging in on a weekly basis
D. Percentage of Leads converted on a weekly basis
Answer: (SHOW ANSWER)
https://trailhead.salesforce.com/en/content/learn/modules/user-adoption-metrics/measure-salesforce-usage

NEW QUESTION: 24
A nonprofit organization wants the 15th of the month listed as the Close Date for all recurring donations and has selected the 15th in the Day of the Month picklist. In reviewing Recurring Donation Opportunities it is found that some of the Opportunities have close dates at the end of the month.
Which action should the consultant take to troubleshoot this issue?
A. Check the Error Log.
B. Check if the "Always use last day of the month" field is selected.
C. Check if the Custom Installment record was modified
D. Check the Recurring Donation batch size.
Answer: (SHOW ANSWER)

NEW QUESTION: 25
A development associate received a corporate matching gift that the original donor did not indicate was to be matched.

Which solution should the consultant recommend?
A. Select Find Matched Gifts and click on the Find More Gifts button.
B. Create a Contact lookup field on the Opportunity object.
C. Select Manage Soft Credits and change the Role for the donor.
D. Create a Lightning quick action declaratively.
Answer: A (LEAVE A REPLY)

NEW QUESTION: 26
Which two actions should a consultant take before importing a large volume of data into an NPSP org?
A. Check the code coverage of the target org
B. Disable certain Apex classes using TDTM
C. Disable certain Apex classes manually in production
D. Check if the data is clean, structured, and in its final format
Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 27
The Development Director at a nonprofit needs to track grant lifecycles using the NPSP, including assigning actions to staff members, tracking applications, reporting deadlines, and summarizing the total amount awarded with payments towards the total.
How can this be accomplished with NPSP using Account records for the grant making institution?
A. Create Opportunities with Payments to represent payments, Activities to represent applications, reporting deadlines, and action assignments to their staff.
B. Create Opportunities with Payments to represent payments, Deliverables to represent applications and reporting deadlines, and Activities to represent action assignments to their staff.
C. Create Opportunities with Deliverables to represent payments, applications, reporting deadlines, and action assignments to their staff.
D. Create Recurring Donations with Opportunities to represent payments, Deliverables to represent applications and reporting deadlines, and Activities to represent action assignments to their staff.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 28
A nonprofit organization provides case management to its clients. There is a requirement for a score to be automatically assigned to each client based on several factors such as age, income and number of health conditions. The nonprofit also wants to automate the creation and assignment of follow up tasks related to the client.
Which combination of functions should the consultant recommend?
A. Engagement Plans and Levels
B. Activities and Customizable Rollups
C. Volunteer Wizard and Reports
D. Volunteer Recurrence and Customizable Rollups
Answer: A (LEAVE A REPLY)

NEW QUESTION: 29
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 and view the Setup Audit Trail.
B. Complete all field descriptions.
C. Run the Schema Builder.
D. Create a field history report.
Answer: C (LEAVE A REPLY)
https://trailhead.salesforce.com/content/learn/modules/data_modeling/schema_builder

NEW QUESTION: 30
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. Divisions
B. Record Types
C. Role Hierarchy
D. Criteria-based sharing
Answer: (SHOW ANSWER)
(Role hierarchy)
https://trailhead.salesforce.com/en/content/learn/modules/data_security/data_security_records Role hierarchies ensure managers have access to the same records as their subordinates. Each role in the hierarchy represents a level of data access that a user or group of users needs.

NEW QUESTION: 31
A nonprofit wants to convert from Legacy Recurring Donations to Enhanced Recurring Donations.
What are two considerations the nonprofit should take into account before making the switch?
Choose 2 answers
A. Enhanced Recurring Donations introduces a new custom object.
B. An ETL tool is required to revert to Legacy Recurring Donatrons.
C. All existing integrations should be reviewed for compatibility.
D. Reverting to Legacy Recurring Donations is unsupported.
Answer: (SHOW ANSWER)
https://sfdo-docs.s3-us-west-2.amazonaws.com/npsp_rd_upgrade_guide.pdf

NEW QUESTION: 32
A local community center provides health care services to eligible local residents. Staff currently triage patients through of a series of qualifying questions that drive additional qualification questions. The center wants to extend triage capabilities to its volunteers to determine whether residents qualify for services. Service decisions need to be made immediately while the patient is interacting with the staff or volunteer.
Which solution should the consultant recommend?
A. Use a Standard Lightning Component to displaying custom fields from several objects and generate a services decision.
B. Use Case records, Validation Rules and Process Builder to post case details to the central volunteer Chatter Group so all volunteers can collaborate on eligible services.
C. Use a Workflow Rule with Field Updates and Case Assignment Rules to triage and assign the case to the proper services queue.
D. Create a Flow to guide volunteers on triage screens, capture accurate data and generate a services decision.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 33
A nonprofit organization needs an audit trial of metadata changes over time and the ability to develop, test, and a release project independent of other projects in development. Which development model should be chosen?
A. Application development
B. Package development
C. Change Set development
D. Org development
Answer: C (LEAVE A REPLY)

NEW QUESTION: 34
An admin at a nonprofit using NPSP finds that the donation totals on a handful of donor's records are not showing the right totals.
How should the consultant troubleshoot this?
A. Check if the correct Operation is chosen
B. Verify Opportunity Primary Contact
C. Check if the correct target custom field is chosen
D. Verify Customizable Rollups is enabled
Answer: B (LEAVE A REPLY)
https://powerofus.force.com/s/article/NPSP-Troubleshooting#ariaid-title2

NEW QUESTION: 35

The admin at a nonprofit wants to delegate authority to two specific users to process gift entries.
Which three permissions should the consultant add to a permission set so the users can perform this work with only the necessary level of access?
Choose 3 answers

A. Grant create and edit access to all required objects and fields.

B. Grant visibility to the Gift Entry tab.

C. Grant the View All Data permission.

D. Grant access to BDI_BatchOvemde and BDI_DataImport Visualforce pages.

E. Grant create, edit and delete access to all required objects and fields.

Answer: B,C,E ([LEAVE A REPLY])

NEW QUESTION: 36

What does a consultant need to enable and deploy before using Advanced Mapping in NPSP?

A. Delegated Administration

B. My Domain

C. Custom triggers

D. Customizable Rollups

Answer: B ([LEAVE A REPLY])

https://www.craftsmantech.com/2019/11/14/npsp-data-import-advanced-mapping/

NEW QUESTION: 37

A nonprofit organization has a large volume of donation and payment data that it wants to migrate to its NPSP org. Which two large volume data considerations should the consultant discuss with the nonprofit organization? Choose 2 answers

A. Data storage limits

B. Data skew

C. API call limits

D. Code coverage

Answer: A,B ([LEAVE A REPLY])

NEW QUESTION: 38

A nonprofit organization is using NPSP to manage its contacts and their families. What should the consultant recommend about adding other common connections such as siblings and deceased and divorced spouses?

A. Add them as Relationship record types

B. Add them as Affiliation record types

C. Add them as Affiliation entries manually

D. Add them as Relationship entries manually

Answer: D ([LEAVE A REPLY])

NEW QUESTION: 39

A nonprofit stores a government-issued personal identification number on each constituent's Contact record in an encrypted field.
What should a consultant enable on a Permission Set to ensure the personal identification number is fully accessible by a subset of org users'?
A. View Ail Contact object permission
B. View All Data system permission
C. Manage Encryptiorvieys system permission
D. View Encrypted Data system permission
Answer: (SHOW ANSWER)
https://trailhead.salesforce.com/content/learn/modules/spe_admins/spe_admins_set_up

NEW QUESTION: 40
What is a common cause of the NPSP upgrade failing when run in Production and there were no issues running it in the sandbox?
A. Not running the NPSP Health Check before trying to upgrade in production
B. Not changing the account model to the Household Account Model before trying to upgrade
C. Not having one or more of the packages in NPSP installed
D. Not having adequate test code coverage
Answer: D (LEAVE A REPLY)

NEW QUESTION: 41
A nonprofit processed a donation, and then the donor asked the nonprofit to also credit their spouse on that gift.
Assuming standard NP5P configuration, what should a consultant recommend to satisfy this request?
A. Create an Opportunity Contact Role for the spouse and mark it as primary.
B. Create an Opportunity Contact Role for the spouse and set the role to Soft Credit.
C. Clone the Opportunity and set the primary contact to the spouse.
D. Enable Automatic Soft Credit for household members in NPSP settings.
Answer: (SHOW ANSWER)
https://powerofus.force.com/s/article/NPSP-Configure-Automated-Soft-Credits#ariaid-title6

NEW QUESTION: 42
The development director wants all users to only see Engagement Plans on Opportunity records for donations with an Amount greater than 10,000.
How should this be accomplished?
A. Create a custom Lightning component that displays all Engagement Plans. Add the component to the Opportunity Lightning Page. Assign the Lightning Page as the Org Default and Activate it.
B. Add the Related Lists component to the Opportunity Lightning page. Set the component visibility filter to ensure the Opportunity Amount field is greater than 10,000. Assign the page to the development director's profile.
C. Add the Related List - Single Lightning component to the Opportunity Lightning page. Add a component visibility filter to display the Engagement Wan when the Opportunity Amount field is greater than 10,000.

D. Create a tab and associate the Engagement Plan object to the tab. Add the Related List - Single Lightning component and set it to Engagement Plans. Give read access for the Engagement Plan object to all profiles.
Answer: B (LEAVE A REPLY)

NEW QUESTION: 43
Which function of the application development lifecycle does establishing a Center of Excellence address?
A. Data management
B. Governance
C. Documentation
D. Deployment
E. Testing
Answer: (SHOW ANSWER)

NEW QUESTION: 44
How often are updates to the NPSP pushed to production orgs?
A. Three times per year
B. Once every two weeks
C. Four times per year
D. Once every month
Answer: B (LEAVE A REPLY)

NEW QUESTION: 45
A nonprofit organization has a large number of duplicate contacts the consultant needs to clean up. What should the consultant recommend to handle duplicate clean up in bulk?
A. Salesforce Data Loader
B. NPSP Contact Merge
C. Salesforce Duplicate Management
D. Third party app from the AppExhange
Answer: B (LEAVE A REPLY)

NEW QUESTION: 46
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. Deploy a Change Set during the upgrade window for the production instance.
B. Review the sandbox preview instructions for the upcoming release.
C. Log a Salesforce support case to change the version of the sandbox release.
D. Verify the sandbox Is on the same release as production.
Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 47
A development associate using NPSP wants to add the Check/Reference Number on a report but does not see that field in the Report Builder. What should the consultant advise?
A. Check if the report type includes Payments
B. Check if the report type includes Opportunities.
C. Check a custom field, "Check/Reference Number" on Payments
D. Check a custom field, "Check/Reference Number" on Opportunity
Answer: A (LEAVE A REPLY)

NEW QUESTION: 48
The system administrator at a nonprofit wants to use Advanced Mapping for regular data imports of constituent and donation data.
What is an important consideration of Advanced Mapping?
A. The target fields can only be text, currency, number, date or address fields.
B. The target objects must be NPSP objects.
C. The target objects must directly relate to Accounts, Contacts, or Opportunities.
D. Checkbox fields are unavailable to map to as target fields.
Answer: B (LEAVE A REPLY)
(wrong),b(wrong), a(if d is wrong then a is also wrong),So Option C
https://help.salesforce.com/s/articleView?id=000358792&type=1

NEW QUESTION: 49
The requirements for a Salesforce implementation have been gathered, but there are teams with competing priorities and the overall project goals are undefined.
What are two reasons a project team must define goals?
Choose 2 answers
A. Goals catalog all of the teams' pain points.
B. Goals define a clear purpose for the project.
C. Goals guarantee executive engagement.
D. Goals provide a way to measure and prove results.
Answer: (SHOW ANSWER)

NEW QUESTION: 50

A nonprofit wants to send an event cancellation notice to 150 Salesforce contacts without a separate email service provider. It wants to manage bounces, resend the notice as needed, and view the send history on the Contact record.
Which option should a consultant recommend to meet the requirements?

A. Journeys

B. Send List Email

C. Pardot

D. Salesforce Engage

Answer: (SHOW ANSWER)

https://powerofus.force.com/s/article/SFDO-BP-Pardot-Basics-for-Nonprofit-and-Education

NEW QUESTION: 51

A nonprofit uses NPSP to manage its sustained giving program and plans to add Accounting Subledger.
Which configuration should the nonprofit review before the implementation?

A. Accounting Triggers

B. Payment Allocations

C. Recurring Donations

D. NPSP Settings

Answer: B (LEAVE A REPLY)

NEW QUESTION: 52

A nonprofit customer wants to have the status for a Campaign Member on a fundraising campaign automatically update when a donation is received from that Contact.
What should the consultant recommend?

A. Enable Automatic Campaign Member Management in NPSP settings.

B. Create a workflow rule that updates the Campaign Status when an Opportunity is created.

C. Create an Apex Trigger to update the Contact's Campaign record.

D. Use Process Builder to update the Contact's campaign member record.

Answer: A (LEAVE A REPLY)

NEW QUESTION: 53

A nonprofit has engaged a consultant to help export detailed accounting transactions to its existing external financial system using Accounting Subledger. The nonprofit requires export of all pledges when they are booked.
Which solution should the consultant recommend?

A. Upgrade Accounting Subledger from Starter Edition to Growth Edition.

B. Set "Pledged" stage to "Committed" in Stage to State Mapping.

C. Set "Pledged" stage to "Finalized" m Stage to State Mapping.

D. Use Process Builder to create Ledger Entries on Opportunity update.

Answer: C (LEAVE A REPLY)

https://powerofus.force.com/s/article/ASL-Automate-Stage-to-State-Mappings

NEW QUESTION: 54

The system admin at a nonprofit has set up automated soft credits to grant to the solicitor of each donation. The development director wants a report to show who the solicitor is for each donor.

Which report type does the system admin need to use to create the requested report?

A. Contacts with Relationships

B. Accounts with Contact Roles and Household

C. Opportunities with Contact Roles

D. Opportunities with Partial Soft Credits and Contacts

Answer: (SHOW ANSWER)

NEW QUESTION: 55

A local charity receives its income from recurring payments, The Recurring Donation object is used and contains a unique and manually entered reference number. This reference number should not be modified after creation. The finance department has requested that all child Opportunities also contain this unique reference number to make it easier to reconcile payments. How can the consultant achieve this?

A. Create a custom text field on the Recurring Donation object and use NPSP Recurring Donation Custom Field Mappings

B. Create a custom field on the Opportunity object and deploy a trigger to update all child Opportunity records.

C. Create a text formula field on the Opportunity object and use Process Builder to update all child Opportunities

D. Create a custom text field on the Opportunity object and use NPSP Recurring Donation Custom Field Mappings

Answer: A (LEAVE A REPLY)

NEW QUESTION: 56

A consultant is assisting a nonprofit organization in its data integration and data mapping between the two systems. The consultant is unsure when a particular field was introduced by NPSP.

How should the consultant find the NPSP version number for the field?

A. Click on "Setup" and navigate to "Objects and Fields".

B. Reference the NPSP Public Data Dictionary.

C. Click on "Setup" and navigate to "Schema Builder".

D. Install a third-party app from the AppExchange to extract the metadata.

Answer: (SHOW ANSWER)

NEW QUESTION: 57

A nonprofit organization wants to add any donor who gives to its Capital Fund to the Capital Campaign. Which two steps should be taken to accomplish this?

A. Upload a list of all donors as Campaign Members using the Data Import Wizard

B. Create a trigger that automatically adds any donor as a Campaign Member

C. Populate the Primary Campaign Source field on the Opportunity record

D. Enable the Automatic Campaign Member Management in NPSP settings

Answer: C,D (LEAVE A REPLY)

NEW QUESTION: 58

A nonprofit organization needs an email marketing tool that will measure email engagement and evaluates the fit of prospective supporters. Which two factors should the consultant recommend?

A. Marketing Cloud Measures

B. Marketing Cloud Reporting

C. Pardot Scoring

D. Pardot Grading

Answer: (SHOW ANSWER)

NEW QUESTION: 59

An annual fund coordinator wants to create a report that identifies which Individual donors have yet to make a gift toward the Annual Fund Campaign this year. It is important that the annual giving coordinator avoids soliciting any individuals who are attending an upcoming gal a. The nonprofit uses Campaigns to track event attendance.

What should a consultant add to the report to exclude gala attendees?

A. Filter logic

B. Summary formula

C. Bucket field

D. Cross filter

Answer: (SHOW ANSWER)

NEW QUESTION: 60

A consultant using CumulusCI has customized a nonprofit's org and wants them to validate these changes with the latest release of NPSP which will be pushed to production one week later.

What are two ways the consultant can deploy this for the nonprofit after the release is announced?

Choose 2 answers

A. Configure a scratch org with NPSP dependency and test customizations.

B. Install NPSP and test the customizations in a new Developer Edition org.

C. Compare the customizations to the NPSP roadmap and create a new trial org.

D. Test customizations in an updated sandbox.

Answer: A,D (LEAVE A REPLY)

NEW QUESTION: 61

A nonprofit organization wants to automatically generate an Opportunity whenever a Lead is converted.

What should the consultant do to meet this requirement?

A. Write a trigger that automatically generates an Opportunity on Lead conversion.

B. Install a third-party app from the AppExchange that converts leads to any other object.

C. Select the "Create an Opportunity on Lead Convert" checkbox in NPSP Settings.

D. Create a process using Process Builder that will automatically create an Opportunity on Lead Conversion.

Answer: C (LEAVE A REPLY)

NEW QUESTION: 62
A nonprofit provides after-school programs to historically underserved youth. The nonprofit wants to track each program and the status of youth enrolled in the program.
Which set of objects within the Program Management Module should a consultant use to track the programs and enrollments?
A. Programs and Attendance
B. Programs and Program Engagements
C. Programs and Contacts
D. Program Engagements and Program Cohorts
Answer: (SHOW ANSWER)
https://trailhead.salesforce.com/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonprofit-programs-with-salesforce

NEW QUESTION: 63
A development director needs to understand which organizations have given to the nonprofit in some year prior to the current, but have not contributed to the nonprofit in the current year. How should the consultant accomplish this task?
A. Customize the date range on the NPSP SYBUNT report for Contacts
B. Customize the date range on the NPSP LYBUNT report for Accounts
C. Customize the date range on the NPSP SYBUNT report for Accounts
D. Create an Opportunity report that compares Contact donations from the previous fiscal year to the current
Answer: A (LEAVE A REPLY)

NEW QUESTION: 64
A nonprofit needs to clean up large amounts of Contact address data from its street canvassing and telemarketing operations on a monthly basis.
What should the consultant use to standardize addresses in NPSP?
A. Batch Data Import
B. Address Verification
C. NPSP Data Importer
D. Seasonal Addresses
Answer: B (LEAVE A REPLY)
(https://powerofus.force.com/s/article/NPSP-Configure-Addresses#topic-2559)

NEW QUESTION: 65

A nonprofit receives many tribute gifts and wants to ensure that the person being honored by the gift consistently receives the proper soft credit.

How should the consultant advise them to configure this in NPSP?

A. Set up Automatic Opportunity Contact Roles and enter Honoree for Honoree Opportunity Contact Role.

B. In the New Donation entry screen populate the Honoree lookup field.

C. Set the Contact Role for individual Opportunities to Honoree.

D. Enable Advanced Mapping and map the Honoree to Honoree Opportunity Contact Role.

Answer: (SHOW ANSWER)

https://trailhead.salesforce.com/en/content/learn/modules/opportunity-settings-in-nonprofit-success-pack/set-up-soft-credits-npsp

https://trailhead.salesforce.com/en/content/learn/modules/donation-soft-credit-management-with-nonprofit-success-pack/create-and-manage-soft-credits Need to read about Honoree and Soft credit in detail

NEW QUESTION: 66

A nonprofit has asked a consultant to configure Lightning Record Pages to optimize the user interface.

Which two resources should the consultant use to ensure the nonprofit staff are up to date on the latest Salesforce platform features and best practices?

Choose 2 answers

A. Salesforce Known Issues

B. Power of Us Hub

C. Salesforce Help

D. Trailhead

Answer: (SHOW ANSWER)

NEW QUESTION: 67

A nonprofit admin needs to import lists of Contacts into Salesforce Campaigns regularly from CSV files using the NPSP Data Import too\.

What should the consultant consider when setting up this process for the nonprofit?

Choose 2 answers

A. Respect Duplicate Matching Rules' should be checked in NPSP Settings.

B. NPSP Data Import Dry Run will validate Campaign Member Status.

C. Existing Campaigns are matched by exact Name.

D. NPSP Data Import will automatically create the Campaign Member with the default Member Status.

Answer: B,D (LEAVE A REPLY)

NEW QUESTION: 68

A nonprofit organization wants to automate some of its routine activities.

Which declarative Salesforce solution is designed for process automation?

A. NPSP TDTM

B. Einstein
C. Pardot
D. Lightning Flow
Answer: D (LEAVE A REPLY)

NEW QUESTION: 69
Which Salesforce resource should an admin use to search for nonprofit user groups in a particular region or state?
A. Trailblazer Community
B. AppExchange
C. Salesforce Help
D. Trailhead
Answer: (SHOW ANSWER)

NEW QUESTION: 70
A nonprofit wants to load 10 years of historical fundraising data from the legacy system. While attempting to load the data, an Apex CPU Time Limit Exceeded error message appears and many records fail to load.
How should the consultant change the configuration to complete the data load successfully?
A. On the Trigger Handlers tab, uncheck the Active checkbox on all Trigger Handlers.
B. On the NPSP Settings tab, under the Batch Processing Settings page, decrease the GAU Batch Size.
C. On the NPSP Settings tab, decrease the batch size for NPSP rollups.
D. On the Trigger Handlers tab, add the consultant's username to the Usernames to Exclude field.
Answer: B (LEAVE A REPLY)
https://powerofus.force.com/s/article/NPSP-Configure-Data-Importer-Options

NEW QUESTION: 71
A nonprofit plans to use the Program Management Module (PMM) to manage Its service delivery. Case managers must be able to create and edit service delivery records.
How can the consultant change the configuration to meet this requirement?
A. Permission Sets
B. Sharing Rules
C. License Type
D. Role Hierarchy
Answer: A (LEAVE A REPLY)
https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonprofit-programs-with-salesforce?trail_id=manage-programs-with-nonprofit-cloud

NEW QUESTION: 72
A nonprofit receives a check that includes donations from several donors for a specific program the nonprofit runs.
Which two features should a consultant configure to track this gift?
Choose 2 answers
A. GAU Allocations

B. Multiple Payments
C. Recurring Donations
D. Partial Soft Credits
Answer: A,B (LEAVE A REPLY)

NEW QUESTION: 73
A nonprofit has implemented Program Management Module to satisfy the reporting requirements of a new grant.
The funder expects to see a report that segmen&s services according to location.
Which object will allow the nonprofit to satisfy the reporting requirements?
A. Program
B. Service
C. Program Engagement
D. Program Cohort
Answer: D (LEAVE A REPLY)
https://powerofus.force.com/s/article/PMM-Overview
https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofit-cloud/manage-nonprofit-programs-with-salesforce?trail_id=manage-programs-with-nonprofit-cloud

NEW QUESTION: 74
Which two sections should be included in a Salesforce-recommended V2MOM? Choose 2 answers
A. Metrics
B. Objectives
C. In Milestones
D. Virtues
E. Vision
Answer: A,E (LEAVE A REPLY)

NEW QUESTION: 75
A nonprofit organization wants to manage its social media presence by being able to listen to what constituents are saying about the organization on social media, measure its impact, and manage it from a mobile app. What should the consultant recommend?
A. Social Studio
B. Google Analytics
C. Pardot
D. Live Message
Answer: (SHOW ANSWER)

NEW QUESTION: 76
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. Remove Client Photo Component from the Lightning Record Page.
C. Remove Client Card Component from the Lightning Record Page.
D. Set Component Visibility for the Client Photo Component.
Answer: D (LEAVE A REPLY)

NEW QUESTION: 77
A development director wants to compare year over year donation information on a weekly basis for the last five years in order to see giving trends via a bar chart. The director asks the consultant if reporting snapshots would work.
What should the consultant advise about the limitations of reporting snapshots?
A. Reporting snapshots can run on a monthly basis.
B. Reporting snapshots can display a line chart.
C. Reporting snapshots can show data for the past three years.
D. Reporting snapshots do NOT work retroactively.
Answer: (SHOW ANSWER)
https://sfdo-docs.s3-us-west-2.amazonaws.com/npsp_reports.pdf

NEW QUESTION: 78
A nonprofit organization wants to integrate its event management system and Salesforce. The organization wants to automatically send event and event attendee data from its event management system and create Campaigns and Campaign Members in Salesforce on a daily basis. What should the consultant recommend?
A. Consider using a middleware tool to integrate the event management system with Salesforce
B. Export event and event attendee information to the NPSP Import Template and import into Salesforce
C. Consider using Salesforce Connect
D. Export Campaign and Campaign Member information and import into the event management system
Answer: C (LEAVE A REPLY)

NEW QUESTION: 79
A nonprofit admin notices the nightly NPSP batch jobs are suddenly taking significantly longer to complete than they did a month earlier.
What are two factors the consultant should tell the system admin to consider?
Choose 2 answers

A. A new Process Builder process was activated.
B. A new standard roll-up summary field was added to an object.
C. A new customizable rollup was added in NPSP Settings.
D. A new node tree was added to the role hierarchy.
Answer: A,C (LEAVE A REPLY)

NEW QUESTION: 80
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 greater 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 less than NEXT 30 DAYS.
Answer: A (LEAVE A REPLY)