Vendor: Salesforce

Exam Code:NONPROFIT-CLOUD-CONSULTANT

Exam Name: Salesforce Certified Nonprofit Cloud Consultant

Version: Demo

QUESTION 1

A consultant is working on a data migration to NPSP that includes tens of millions of records across many objects. The migration needs to take place over a weekend to minimize system downtime. What should the consultant recommend?

A. SOAP API

B. NPSP DataImport

C. Bulk API

D. Data Import Wizard

Correct Answer: C

QUESTION 2

A nonprofit organization had enabled Person Accounts in its org and now wants to install NPSP. The nonprofit organization wants to completely remove all Person Account features. What should the nonprofit organization consider?

A. Apply for a new Salesforce organization and request a license transfer

B. Use the NPSP Conversion Utility Tool

C. Ensure the Person Account record type is selected as the Household record type in NPSP Settings

D. Create a case in Salesforce to completely remove the Person Account record type

Correct Answer: A

QUESTION 3

A nonprofit runs a large scholarship program for high-school graduates. It wants to use Salesforce to help with accepting external scholarship applications, reviewing processes, and tracking requirements. Which two solutions should the consultant recommend to meet this requirement? Choose 2 answers

A. NPSP Opportunities with GAU Allocation

B. Web-to-lead form

C. Experience Cloud

D. Outbound Funds Module

Correct Answer: BD

QUESTION 4

A nonprofit organization uses a vendor for direct mail, and receives a monthly spreadsheet from it with donor information, donation amounts, and the solicitation campaign that the donation was in response to.

How can this information can be entered and de-duplicated against existing individuals in the Nonprofit Success Pack (NPSP)?

A. Use the Salesforce Data Loader to upload the spreadsheet and then manually check for duplicates and use the NPSP Contact Merge tool to de-duplicate records.

B. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Recurring Donations.

C. Use the Salesforce Import Wizard to upload the spreadsheet and then de-duplicate records using the NPSP Contact Merge tool.

D. Upload the spreadsheet using the NPSP Data Importer and associate the individuals with Opportunities and Campaigns.

Correct Answer: D

QUESTION 5

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 follow the same schedule as Salesforce.com releases.

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

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

Correct Answer: C

QUESTION 6

The VP of Development wants to track the nonprofit organization\\'s six campaigns nested within each other: Friends of the Organization>FY19>Capital Campaign>Annual Fund>Digital Donations>Mobile.

What should the consultant do?

A. Create a custom lookup field, "Related Campaign" on the Campaign object.

B. Suggest consolidating at least one of the Campaigns so that it is within the Campaign Hierarchy limit.

C. Create a Campaign Hierarchy with the parent Campaign record as, "Friends of the Organization"

D. Suggest changing the order of the hierarchy.

Correct Answer: B

QUESTION 7

A consultant sot up and successfully tested an integration between the source system and a sandbox environment of Salesforce When the integration was switched to the production environment of Salesforce, the consultant encountered API

call limit errors.

What is the likely explanation for this?

A. Testing of the integration in the sandbox environment was insufficient.

B. The incorrect sandbox environment was used for testing.

C. The triggers associated with NPSP were disabled in the sandbox environment.

D. The API call limits were different for sandbox and production environments.

Correct Answer: C

QUESTION 8

The executive director at a nonprofit needs to understand the overall summary of individuals engaged with the organization across multiple channels, including donations, volunteer shifts, and event attendance.

What can the consultant deliver to help them achieve this summary by channel?

A. Create a Role Hierarchy to summarize the number of Opportunity records associated with each user, and the Campaign Memberships associated with the Primary Contact on the Opportunity by channel.

B. Create an Account Hierarchy to see the number of people related to each household, and their associated Contact records with Campaign Memberships and Opportunities by channel.

C. Create a User Hierarchy to report by user with the Opportunity, Contact, and Campaign records owned representing donation, volunteer, and event channels and their Campaign Memberships.

D. Create a Campaign Hierarchy to see the number of people associated with each donation, shift, and event, by channel with Campaign Memberships.

Correct Answer: D

QUESTION 9

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 product\\'s GitHub repository release page.

D. The Nonprofit Cloud release announcement group in the Trailblazer Community.

Correct Answer: CD

QUESTION 10

A nonprofit wants to implement an external email platform that integrates with Salesforce. The integration will record every email sent to a subscriber, as well as which recipients open the email, click a link, or unsubscribe. Which two storage considerations should the consultant take into account before recommending an email platform? Choose 2 answers

A. Campaign Member records use less storage space than custom object records.

B. Email subscribers\\' activities can be retained for a certain length of time.

C. Unsubscribed Leads should be deleted from Salesforce immediately.

D. Subscribers must be synced as Leads and Campaign Members In NPSP.

Correct Answer: BD

QUESTION 11

How can a user differentiate between a Contact\\'s Account and Primary Affiliation under the Household Account model?

A. A Contact\\'s Account is the same as the Contact record, a Contact\\'s Primary Affiliation is the Contact\\'s Household.

B. A Contact\\'s Account is where they live, a Contact\\'s Primary Affiliation is where they work.

C. A Contact\\'s Account is where they work, a Contact\\'s Primary Affiliation is where they live.

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.

Correct Answer: B

QUESTION 12

A nonprofit organization needs to frequently import membership renewal data and daily donation data and needs a

different configuration for each.

Which tool should the consultant recommend?

A. Salesforce Import Wizard

B. NPSP Data Importer

C. Salesforce Data Loader

D. NPSP Data Import Batch

Correct Answer: B