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Download the Latest Nonprofit-Cloud-Consultant Dump - 2023 Nonprofit-Cloud-Consultant Exam Questions NEW QUESTION 151

A consultant is implementing Salesforce for a nonprofit client who is inexperienced with Salesforce. The staff wants to assign an NPSP fundraising training module.

Which training resource should the consultant recommend?

- * Trailblazer Community Dashboard
- * Salesforce Help and Training
- * Trail Tracker by Trailhead
- * AppExchange Report

NEW QUESTION 152

How should a consultant install NPSP in an existing Salesforce org?

- * Install from the NPSP Installer page.

- * Install using the NPSP Conversion Utility tool.
- * Install each NPSP component from the AppExchange.
- * Install each NPSP component from the Trailblazer Community.

Explanation

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

NEW QUESTION 153

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?

- * Create a custom object `Legacy Source Code`; and map a lookup field on Contacts and Opportunities when importing donations.
- * Create a custom text field `Legacy Source Code`; on Contact and Opportunity to store the legacy system's source codes.
- * Insert a Campaign for each Legacy Source code and, when importing Contacts and Opportunities, relate them to the Campaign.
- * Add each legacy source code to the Lead Source picklist and set the code when inserting Contacts and Opportunities.

<https://www.plative.com/preparing-for-salesforce-data-migration-with-nonprofit-success-pack/>

NEW QUESTION 154

A nonprofit organization is interested in a CRM that manages its constituents and has an integrated email marketing tool with built-in scoring and engagement tracking.

Which solution should the consultant recommend?

- * NPSP and Community Cloud
- * NPSP and Social Studio
- * NPSP and Marketing Cloud
- * NPSP and Pardot

NEW QUESTION 155

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

- * Customer adoption
- * Organizational alignment
- * Data security
- * Executive sponsorship

NEW QUESTION 156

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?

- * Select Find Matched Gifts and click on the Find More Gifts button.
- * Create a Lightning quick action declaratively.
- * Create a Contact lookup field on the Opportunity object.
- * Select Manage Soft Credits and change the Role for the donor.

NEW QUESTION 157

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?

- * Salesforce Duplicate Management
- * NPSP Contact Merge
- * Third party app from the AppExchange
- * Salesforce Data Loader

NEW QUESTION 158

An international nonprofit added a translated Relationship picklist value, but both Relationship records are displaying incorrectly.

What is the cause of this issue?

- * The current user has an incorrect locale.
- * The reciprocal relationship value is missing in the NPSP Settings tab.
- * The Translation Workbench is disabled.
- * The language is unsupported in NPSP.

NEW QUESTION 159

A volunteer with a nonprofit works at Universal Containers. The volunteer is recorded in Salesforce as part of the Household's account record, but Universal Containers needs to be entered into the Salesforce system.

How should a consultant track the volunteer's relationship with Universal Containers?

- * Create a Lead for the volunteer at Universal Containers and create an Affiliation record between the volunteer Lead and Universal Containers.
- * Create a Universal Containers Organization Account and create an Affiliation record between the volunteer and Universal Containers.
- * Create a Lead for the volunteer at Universal Containers and create a Relationship record between the volunteer Lead and the volunteer Contact.
- * Create a Universal Containers Organization Account and create a Relationship record between the volunteer and Universal Containers.

NEW QUESTION 160

The admin at a nonprofit is implementing Salesforce Shield in its org to enable field platform encryption.

What are three NPSP considerations when implementing Shield Platform Encryption?

Choose 3 answers

- * The NPSP Data Import object supports encryption of all fields in the import batch.
- * If the Role Name field is encrypted on the NPSP Partial Soft Credit object, the nightly Soft Credit rollups fail.
- * The NPSP MergeContacts list button on Contact list views will fail if the Contact Name is encrypted.
- * Fields on the NPSP Address object can be encrypted, but encryption is unavailable for address fields on the Account and Contact object.
- * NPSP Data Import is unable to perform Custom Unique Id matching on Accounts and Contacts with an encrypted field.

NEW QUESTION 161

The vice president of development of a nonprofit organization wants to be able to review giving in the pipeline at a high level, and track the organization's process towards finding new potential donors. The VP also wants to track program metrics as compared to donor histories. What should the consultant advise?

- * Packaged NPSP reports cannot be edited. Recreate all the reports found on the NPSP Development Forecasting dashboard to edit appropriately. Add additional reports to track program data.
- * Review the reports on the NPSP Fundraising Reports folder. Create additional reports to track program data. Schedule each report to be sent to the vice president every morning.
- * Review the components that are already on the NPSP Development Forecasting dashboard. Create additional reports and edit the dashboard to add components to track the program data.
- * Packaged NPSP dashboards cannot be edited. Recreate the NPSP Development Forecasting dashboard components. Add additional components to track program data.

NEW QUESTION 162

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?

- * Create Opportunities with Payments to represent payments, Deliverables to represent applications and reporting deadlines, and Activities to represent action assignments to their staff.
- * Create Opportunities with Payments to represent payments, Activities to represent applications, reporting deadlines, and action assignments to their staff.
- * Create Opportunities with Deliverables to represent payments, applications, reporting deadlines, and action assignments to their staff.
- * Create Recurring Donations with Opportunities to represent payments, Deliverables to represent applications and reporting deadlines, and Activities to represent action assignments to their staff.

NEW QUESTION 163

A consultant began an implementation project with a nonprofit that is new to Salesforce. The nonprofit's leadership is hesitant to spend time at the beginning of the project on change management.

What are three reasons the consultant can share to emphasize the value and importance of governance?

Choose 3 answers

- * Cost savings
- * Compliance
- * Security
- * Technical Interoperability
- * Delivery Speed

NEW QUESTION 164

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

- * Upload the program data using the NfSP Data Importer.
- * Upload the client data using the Data Import Wizard.
- * Upload the client information using the NPSP Data Importer.
- * Upload the program data using the Data Import Wizard.

<https://powerofus.force.com/s/article/NPSP-BP-Getting-Started-Program-Management#week4>

NEW QUESTION 165

The executive director at a nonprofit organization wants to have a report to see how much each board member has raised by either direct gifts or gifts they helped to influence for this fiscal year. There is a custom checkbox field on the Contact record to indicate board members.

How should the consultant create this report?

- * Use the Opportunities report type. Add a cross filter for Contacts with Board Member = TRUE.

Summarize the Total Gifts this Year and Soft Credits this Year fields.

- * Use the Contacts & Accounts report type. Add a field filter for Board Member = TRUE. Include the Total Gifts this Year and Soft Credits this Year fields.
- * Use the Opportunities report type. Add a field filter for Contacts with Board Member = TRUE. Group results by the Total Gifts this Year and Soft Credits this Year fields.
- * Use the Contacts & Accounts report type. Add a field filter for Board Member = TRUE. Add a cross filter for Opportunities with Soft Credits. Group results by Giving Totals.

NEW QUESTION 166

Which one do you like?

- * Option 3
- * Option 2
- * Option 1
- * Option 4

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