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QUESTION 1

A nonprofit considers risk mitigation to be vital to the success of its implementation project. What are three elements impacted by change that cause risk?

A. People, processes, cost

B. Time, governance, people

C. Quality, processes, time

D. Cost, quality, time

Correct Answer: D

https://trailhead.salesforce.com/content/learn/modules/project-risk-management-for-partners/identify-assess-address-risk

QUESTION 2

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

A. The NPSP Data Import object supports encryption of all fields in the import batch.

B. If the Role Name field is encrypted on the NPSP Partial Soft Credit object, the nightly Soft Credit rollups fail.

C. The NPSP MergeContacts list button on Contact list views will fail if the Contact Name is encrypted.

D. Fields on the NPSP Address object can be encrypted, but encryption is unavailable for address fields on the Account and Contact object.

E. NPSP Data Import is unable to perform Custom Unique Id matching on Accounts and Contacts with an encrypted field.

Correct Answer: BCE

QUESTION 3

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. Export event and event attendee information to the NPSP Import Template and import into Salesforce

B. Consider using a middleware tool to integrate the event management system with Salesforce

C. Export Campaign and Campaign Member information and import into the event management system

D. Consider using Salesforce Connect

Correct Answer: D

QUESTION 4

A nonprofit using NPSP manages scholarship funds for students. A donor indicates they want to split their gift between two scholarship funds. Which solution should the consultant recommend to meet the requirement?

A. GAU Allocations

B. Automated Soft Credits

C. Partial Soft Credit

D. Campaign Hierarchy

Correct Answer: A

QUESTION 5

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.

Correct Answer: B

QUESTION 6

A nonprofit organization has been informed of a deceased donor and wants to ensure that the donor no longer appears on any mailing lists. Which action should the nonprofit organization take on the donor\\'s contact record?

A. Select the Deceased field

B. Delete the values in the phone and email fields

C. Select the Do Not Email, Do Not Contact, and Email Opt Out fields

D. Delete the Contact record

Correct Answer: A

QUESTION 7

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 "Schema Builder".

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

C. Reference the NPSP Public Data Dictionary.

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

Correct Answer: C

QUESTION 8

A nonprofit has a large volume of data across multiple objects in Salesforce and external databases. The nonprofit needs to quickly query data across its systems to get insights on any device about the impact it is having. Which solution should the consultant recommend?

A. Salesforce Connect

B. Salesforce Reports and Dashboards

C. External Objects

D. CRM Analytics

Correct Answer: D

QUESTION 9

A nonprofit organization wants to record the most recent Opportunity close date on Contact records. The nonprofit organization expects the field on the Contact to be overwritten every time a new Opportunity meets the criteria. Which feature should the consultant use to meet this requirement?

A. AppExchange App

B. Formula Field

C. Roll-Up Summary Field

D. NPSP Customizable Rollups

Correct Answer: D

QUESTION 10

A nonprofit organization has been informed of a deceased donor and wants to ensure that the donor no longer appears on any mailing lists. Which action should the nonprofit organization take on the donor\'s contact record?

A. Select the Do Not Email, Do Not Contact, and Email Opt Out fields

B. Delete the Contact record

C. Select the Deceased field

D. Delete the values in the phone and email fields

Correct Answer: C

QUESTION 11

Which two objects in the Program Management Module are directly connected to objects in Nonprofit Cloud Case Management? Choose 2 answers

A. Client Alert

B. Case

C. Service Delivery

D. Program

Correct Answer: BC

The PMM has two main objects -- Programs and Services -- and several objects that connect those objects together with contacts and household accounts

QUESTION 12

A nonprofit organization wants to designate its donors into three categories, Gold, Silver, and Bronze, based on the total gift amount for that year. How can this be accomplished using NPSP?

A. Create a picklist field that will display the categories based on the Total Gifts This Year field.

B. Create a custom field on the Opportunity that will display the categories and a process in Process Builder to populate the value based on the Total Gifts This Year field.

C. Set up NPSP Levels for the categories based on Total Gifts This Year.

D. Create a custom field on the Opportunity that will display the categories and a custom trigger to populate the value based on the Total Gifts This Year field.

Correct Answer: C

QUESTION 13

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 14

A Salesforce admin would like to report on data from Marketing Cloud using Salesforce reports. The organization\\'s Marketing Cloud instance is using Marketing Cloud Connect. Tracking is enabled.

Which type of data is available for reporting using Salesforce reports?

A. MobileConnect Message details

B. Journey Builder Activity details

C. Interaction Studio Impression details

D. Email Studio Send details

Correct Answer: D

QUESTION 15

A nonprofit using NPSP wants to track all donations that go to a designated fund. How should a consultant meet this requirement?

A. Create an Opportunity record type called "Funds".

B. Create a General Accounting Unit record for the designated fund.

C. Create a custom object to track fund accounts.

D. Create a GAU Allocation record for the designated fund.

Correct Answer: D

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