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### QUESTION 1

A user creating Opportunities Wants information to appear on both the Opportunity record and the Payment record without having to enter it twice. Which two steps should the consultant take to meet this requirement? Choose 2 answers

- A. Create custom fields on the Payment object.
- B. Create lookup fields on the Payment object.
- C. Create Payment Mappings in NPSP Settings.
- D. Create custom automation on the Payment object.

Correct Answer: AC

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### QUESTION 2

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. Test customizations in an updated sandbox.
- B. Compare the customizations to the NPSP roadmap and create a new trial org.
- C. Install NPSP and test the customizations in a new Developer Edition org.
- D. Configure a scratch org with NPSP dependency and test customizations.

Correct Answer: AC

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### QUESTION 3

An employee has been terminated at a nonprofit. The nonprofit's system admin immediately disabled the former employee as a Salesforce user but is concerned the employee may have exported exposed login credentials to multiple external systems before departing.

Which feature should the consultant recommend to protect this data in the future?

- A. Organization-wide Defaults
- B. Individual Object
- C. Shield Platform Encryption
- D. Named Credentials

Correct Answer: C

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**QUESTION 4**

A nonprofit needs to load approximately 3 million records into Salesforce. Which API will load the data in the most efficient manner?

- A. Bulk API
- B. SOAP API
- C. REST API
- D. Streaming API

Correct Answer: A

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**QUESTION 5**

A fundraising associate needs to print mailing labels for the latest direct mail campaign to families who give to the nonprofit organization. The organization uses the Household Account model with Address Management.

Which object and address field should the associate use when building the report?

- A. Account; Billing Address
- B. Contact; Other Address
- C. Account; Shipping Address
- D. Contact; Mailing Address

Correct Answer: D

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**QUESTION 6**

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

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**QUESTION 7**

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

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**QUESTION 8**

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. Pardot
- B. Apex
- C. Workflow
- D. Flow

Correct Answer: A

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**QUESTION 9**

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

Correct Answer: B

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

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**QUESTION 10**

A nonprofit wants to be in full compliance with Salesforce best practices for data security and has asked its consultant an evaluation. Which tool should the consultant use to provide this assessment?

- A. NPSP Health Check
- B. Salesforce Health Check
- C. Salesforce Optimizer
- D. Shield Platform Encryption

Correct Answer: A

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#### QUESTION 11

A system admin used NPSP Contact Merge and notices the number of household accounts has changed from 12,345 to 12,300 and is concerned that accounts have been lost. What is the likely cause for the missing accounts?

- A. The merge automatically creates Household Accounts.
- B. The merge converts Household Accounts to Household custom object records.
- C. The merge automatically deletes any empty Household Accounts without Contacts or Opportunities.
- D. The merge combines Household Accounts with Contacts.

Correct Answer: C

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

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#### QUESTION 12

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

Correct Answer: B

<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>

### QUESTION 13

A nonprofit organization has white papers, case studies, and impact reports on its website. The organization wants to track website visitors who download those assets. Once tracked, the organization wants to pursue the visitor as a constituent. Which solution should be considered?

- A. Affiliation record
- B. Relationship record
- C. NPSP Settings
- D. Opportunity Settings

Correct Answer: C

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**QUESTION 14**

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

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**QUESTION 15**

A human services nonprofit needs to track client goals and action items related to those goals. The nonprofit is unsure whether Program Management Module alone will meet its requirements. The nonprofit is considering whether to implement Nonprofit Cloud Case Management.

What should the consultant discuss with the nonprofit?

- A. Program Management Module has custom objects for calendars and activities.
- B. Program Management Module can track Case Plans and Action Items.
- C. Case Management has a custom object for tracking goals.
- D. Case Management requires Experience Cloud licenses.

Correct Answer: C

check the entity relationship diagram

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