



Salesforce

Exam Questions Nonprofit-Cloud-Consultant

Salesforce Certified Nonprofit Cloud Consultant (SP20)

NEW QUESTION 1

- (Exam Topic 1)

A nonprofit organization uses Customizable Rollups and has a large volume of Recurring Donation Allocations for a specific fund. The system administrator notices a scheduled skew job, but does not remember scheduling it. What should the consultant advise the system administrator to do?

- A. View the Setup Audit Trail
- B. Keep the job
- C. Run a debug log
- D. Delete the job

Answer: D

NEW QUESTION 2

- (Exam Topic 1)

A nonprofit organization needs to send a mailing to all clients to invite them to an informational session on its workforce development program. The organization wants to track who it was sent to and who responded. The organization is using the NPSP with the Household Account Model. What should a consultant advise them to do to accomplish this in Salesforce?

- A. Create a report using the NPSP All Contacts report and add a filter to just include clients
- B. Create a mailing list Campaign, then create a report using the type Contacts & Accounts with a filter for clients, then add to Campaign
- C. Create a Campaign, filter a list view for clients and add to Campaign
- D. Create a report with the type Campaigns with Campaign Members.
- E. Create a Campaign field and add all clients to it, then use the Household Mailing List button to generate the mailing list.

Answer: D

NEW QUESTION 3

- (Exam Topic 1)

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. Activities and Customizable Rollups
- B. Volunteer Recurrence and Customizable Rollups
- C. Engagement Plans and Levels
- D. Volunteer Wizard and Reports

Answer: C

NEW QUESTION 4

- (Exam Topic 1)

Which two sections should be included in a Salesforce-recommended V2MOM? Choose 2 answers

- A. Vision
- B. In Milestones
- C. Objectives
- D. Metrics
- E. Virtues

Answer: AD

NEW QUESTION 5

- (Exam Topic 1)

A volunteer manager at a nonprofit organization needs to be able to search for volunteers with landscaping skills who are available at a given time. The organization is using Volunteers for Salesforce. What should the consultant advise?

- A. Create a list view on Contacts using a filter for those who have skills that include landscaping
- B. Add the field for Volunteer Availability on the list view and sort by it to find those with landscaping skills who are available at the given time
- C. Click on the Find Volunteers tab and fill in the Volunteer Status, Volunteer Availability, and Volunteer Skills tabs with the values you're looking for and hit search
- D. Use the Volunteers Wizard to look for volunteers with landscaping skills and Volunteer Availability and choose those available at the given time
- E. Create a report with the report type Contacts with Volunteer Hours and Volunteer Job
- F. Filter the report by the Volunteer Job for landscaping and Volunteer Availability at the time the Volunteer Manager needs them

Answer: B

NEW QUESTION 6

- (Exam Topic 1)

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 Opportunities.
- B. Check if the report type includes Payments
- C. Check a custom field, "Check/Reference Number" on Opportunity
- D. Check a custom field, "Check/Reference Number" on Payments

Answer: B

NEW QUESTION 7

- (Exam Topic 1)

How can a gift officer determine if an acknowledgment letter was sent for a donation?

- A. Check the Status picklist value on the Task object.
- B. Check if the Campaign Member status is set to "Acknowledged".
- C. Check the Acknowledgement Status picklist value on the Opportunity object.
- D. Check the Acknowledgement Status picklist value on the Contact object.

Answer: C

NEW QUESTION 8

- (Exam Topic 1)

A nonprofit organization wants to automatically generate an Opportunity whenever a Lead is converted. What should the consultant do to meet this requirement?

- A. Select the "Create an Opportunity on Lead Convert" checkbox in NPSP Settings.
- B. Write a trigger that automatically generates an Opportunity on Lead conversion.
- C. Install a third-party app from the AppExchange that converts leads to any other object.
- D. Create a process using Process Builder that will automatically create an Opportunity on Lead Conversion.

Answer: A

NEW QUESTION 9

- (Exam Topic 1)

A donor donates \$500 to a nonprofit that is matched by his employer. How are the hard credits and soft credits listed in NPSP?

- A. The donor has a hard credit of \$500 and a soft credit of \$500, and the employer has a hard credit of \$500
- B. The donor has a soft credit of \$500 and the employer has a hard credit of \$500
- C. The donor has a hard credit of \$500, the employer has a hard credit of \$500, and there are no soft credits
- D. The donor has a hard credit of \$500 and the employer has a soft credit of \$500

Answer: B

NEW QUESTION 10

- (Exam Topic 1)

A nonprofit organization wants to use a multi-channel marketing tool for its email, social, and text messaging engagement. Which solution should the consultant recommend?

- A. Marketing Cloud
- B. Pardot
- C. Community Cloud
- D. Service Cloud

Answer: A

NEW QUESTION 10

- (Exam Topic 1)

A nonprofit organization is retiring its legacy donor, donation, and payment processing systems. The organization wants to load 45,000 records into Salesforce from a single flat file. Which tool should be used to create all of the records at once?

- A. Import Wizard
- B. Data Loader
- C. NPSP Data Import
- D. ETL Tool

Answer: C

NEW QUESTION 11

- (Exam Topic 1)

An international nonprofit organization added a translated relationship picklist value, however the reciprocal relationship record is not displaying correctly. What is the cause of this error?

- A. The system administrator did not enable the Translation Workbench.
- B. The language is not supported in NPSP.
- C. The current user does not have the correct locale.
- D. The system administrator did not add the reciprocal relationship value in the NPSP Settings tab.

Answer: D

NEW QUESTION 12

- (Exam Topic 1)

A nonprofit organization needs an audit trail 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. Org development
- C. Package development
- D. Change Set development

Answer: D

NEW QUESTION 14

- (Exam Topic 1)

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

Answer: D

NEW QUESTION 19

- (Exam Topic 1)

A nonprofit organization needs to import a list of donations made at a recent gala. Several of the donors have more than one mailing address. What is the correct order of objects to import data in Salesforce?

- A. Opportunity, Campaign, Contact, Address, Account
- B. Account, Address, Contact, Campaign, Opportunity
- C. Contact, Opportunity, Account, Address, Campaign
- D. Lead, Account, Address, Campaign, Opportunity

Answer: B

NEW QUESTION 23

- (Exam Topic 1)

A nonprofit organization is using Salesforce with the NPSP pre-installed. The nonprofit organization wants to give prospective volunteers a way to fill out their volunteer application online. How should this be accomplished?

- A. Create a web-to-case form in Salesforce with the fields needed to capture the information asked for on the form.
- B. Set up the Volunteers for Salesforce Volunteer Signup Form on the nonprofit's website.
- C. Create a Chatter Group for prospective volunteers, assign them a Chatter Free license, and have users complete the form.
- D. Set up the Volunteers for Salesforce Site Contact Information Site on the nonprofit's website.

Answer: B

NEW QUESTION 24

- (Exam Topic 1)

A user creating Opportunities wants to avoid manually entering information twice in order to have it appear on both the Opportunity record and the Payment record. Which two steps should be taken to set this up?

- A. Create Payment Mappings in NPSP Settings.
- B. Create custom fields on the Payment object.
- C. Create lookup fields on the Payment object.
- D. Create a workflow that will copy Payment information to the Opportunity record.

Answer: AB

NEW QUESTION 28

- (Exam Topic 1)

A large nonprofit organization is a social enterprise that functions in many ways like a for-profit corporation. The organization does not accept individual donations, but mostly engages with corporations, sponsors, and vendors by selling its own products to further its mission. The organization needs to manage Leads and track its Opportunity pipeline. Which account model should the consultant recommend?

- A. Administrative Account Model in HEDA
- B. Household Account Model in NPSP
- C. Household Account Model without NPSP
- D. Individual "Bucket" Account Model in NPSP
- E. Salesforce Account Model without NPSP

Answer: E

NEW QUESTION 33

- (Exam Topic 1)

A nonprofit organization wants to track all donations that go to a specific, designated fund. How should a consultant solution for this use case?

- A. Create an Opportunity record type, called "Funds" and then create an Opportunity record for the designated fund.
- B. Create a GAU record for the designated fund.
- C. Create a GAU Allocation record for the designated fund.
- D. Create a custom object for to track fund accounts and then create an Account record for the designated fund.

Answer: C

NEW QUESTION 35

- (Exam Topic 1)

A nonprofit organization is using NPSP Data Importer for Contacts. The consultant has noticed that even though the mappings are correct, some of the Account records are not automatically being created. Which two things should the consultant check?

- A. If all the email addresses are properly formatted
- B. If all records have a phone number
- C. If the required fields are included in the import
- D. If there are required fields on the Account

Answer: CD

NEW QUESTION 40

- (Exam Topic 1)

A nonprofit organization has a lot of donors who give recurring donations. Some donors like to have their recurring donations by three times per year. What should the consultant advise?

- A. Create a custom installment period in NPSP Settings, and then add the tri-yearly custom installment period to the custom installment picklist.
- B. Change one of the values on the custom installment picklist to tri-yearly.
- C. Tri-yearly is not available as an option in Recurring Donations so for those the nonprofit will need to use Opportunities with multiple payments.
- D. Use the tri-yearly installment period that comes by default with Recurring Donations.

Answer: A

NEW QUESTION 42

- (Exam Topic 1)

A nonprofit organization on NPSP needs to be able to track the high school a student attended and track the enrollment of the student at college. How should the consultant recommend tracking this?

- A. Use NPSP Affiliations objects to connect the Contact to the Account for their high school and college, use the Status field there to indicate if they are currently enrolled or are former students there.
- B. Turn on Field History Tracking for the Account lookup field on the Contact record, use the Account lookup to indicate where they are currently enrolled and change it as they move on.
- C. Set up a Campaign for each high school and college and use Campaign Members to connect the Contact to the Campaign.
- D. Change the values in Campaign Member Status from Sent/Responded to Current/Former.
- E. Install the Salesforce.org Higher Education Data Architecture (HEDA) managed package and use Affiliations.

Answer: D

NEW QUESTION 45

- (Exam Topic 1)

A nonprofit organization wants a cost-effective solution to generate and send donation acknowledgements automatically to donors via email. Which Salesforce solution should the consultant recommend?

- A. Nonprofit Success Pack
- B. Commerce Cloud
- C. Pardot
- D. Marketing Cloud

Answer: A

NEW QUESTION 50

- (Exam Topic 1)

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.

Answer: B

NEW QUESTION 54

- (Exam Topic 1)

A local community center provides health care services to eligible local residents. Staff currently triage patients through 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 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.
- B. Create a Flow to guide volunteers on triage screens, capture accurate data and generate a services decision.
- C. Use a Standard Lightning Component to displaying custom fields from several objects and generate a services decision.
- D. Use a Workflow Rule with Field Updates and Case Assignment Rules to triage and assign the case to the proper services queue.

Answer: B

NEW QUESTION 57

- (Exam Topic 1)

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 a custom object for year and a custom object for project to track.
- B. Create a Campaign hierarchy for project and year.
- C. Create reports with bucketing and filters.
- D. Create a process that populates custom fields for each year and project on Opportunities.

Answer: B

NEW QUESTION 61

- (Exam Topic 1)

A nonprofit runs a workforce development program for its clients. Job seekers contact the nonprofit via phone, web, and email. The nonprofit wants to track each engagement separately from start to finish. The nonprofit needs to assign job seekers to case managers. What solution should the consultant propose?

- A. Create a custom junction object between Contact and Case for the assignment and customize workflow rules.
- B. Enable web-to-case and customize cases and assignment rules.
- C. Create a custom multi-select picklist field to track the assignment and customize related lists.
- D. Enable web-to-lead and customize leads and assignment rules.

Answer: B

NEW QUESTION 62

- (Exam Topic 1)

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

Answer: D

NEW QUESTION 64

- (Exam Topic 1)

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. Agile Methodology
- B. Release Management
- C. Rules of Engagement
- D. Center of Excellence
- E. Design Standards

Answer: ABD

NEW QUESTION 67

- (Exam Topic 1)

How often are updates to the NPSP pushed to production orgs?

- A. Three times per year
- B. Four times per year
- C. Once every two weeks
- D. Once every month

Answer: C

NEW QUESTION 68

- (Exam Topic 1)

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

Answer: A

NEW QUESTION 71

- (Exam Topic 1)

A consultant is importing a number of new individual gifts from a recent fundraising event for a non-profit that is using NPSP. It is very important that donors receive credit for these new donations. Where is the automatic Opportunity Contact Role hard credit value configured for this scenario?

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

Answer: C

NEW QUESTION 72

- (Exam Topic 1)

A consultant is about to begin a data project with a nonprofit to clean up Opportunity data.

Which opportunity data situation requires a consultant to temporarily disable NPSP Triggers for performance reasons?

- A. Uploading 600,000 new Organization Accounts without addresses
- B. Uploading 400,000 new records to a custom object
- C. Uploading 100,000 new Task records
- D. Uploading 1 million new Contact records

Answer: D

NEW QUESTION 76

- (Exam Topic 1)

A nonprofit customer is concerned about its users having their Salesforce usernames and passwords compromised. Which Salesforce security feature should the consultant recommend?

- A. Set up two-factor authentication
- B. Add IP ranges on user profiles
- C. Specify a My Domain login policy for its Salesforce instance
- D. Specify a Trusted IP Range for each user

Answer: A

NEW QUESTION 80

- (Exam Topic 1)

A nonprofit organization has been using Salesforce without NPSP. The organization is now interested in the NPSP functionality and wants the consultant to recommend if NPSP should be used in the same Salesforce environment or if they should start over in a new environment.

Which tool should the consultant use to help evaluate and recommend the best course of action?

- A. Salesforce Optimizer
- B. Lightning Experience Migration Assistant
- C. Setup Audit Trail
- D. NPSP Health Check

Answer: A

Explanation:

<https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2021-01-10.q37/a-nonprofit-organ> ((see in comments))

NEW QUESTION 82

- (Exam Topic 1)

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 having adequate test code coverage
- B. Not having one or more of the packages in NPSP installed
- C. Not running the NPSP Health Check before trying to upgrade in production
- D. Not changing the account model to the Household Account Model before trying to upgrade

Answer: A

NEW QUESTION 84

- (Exam Topic 1)

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

- A. Download each NPSP component from the AppExchange, install in the target organization, and complete the post-install instructions
- B. Visit the NPSP Installer page, install in the target organization, and complete the post-install instructions
- C. Download each NPSP component from The Power of Us Hub, install organization, and complete the post-install instructions
- D. Visit the NPSP Conversion Utility tool, install in the target organization, and complete the post-install instructions

Answer: B

NEW QUESTION 89

- (Exam Topic 1)

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?

- A. Use the Opportunities report type
- B. Add a cross filter for Contacts with Board Member = TRU
- C. Summarize the Total Gifts this Year and Soft Credits this Year fields.
- D. Use the Contacts & Accounts report type
- E. Add a field filter for Board Member = TRU
- F. Include the Total Gifts this Year and Soft Credits this Year fields.
- G. Use the Opportunities report type
- H. Add a field filter for Contacts with Board Member = TRU
- I. Group results by the Total Gifts this Year and Soft Credits this Year fields.
- J. Use the Contacts & Accounts report type
- K. Add a field filter for Board Member = TRU
- L. Add a cross filter for Opportunities with Soft Credit
- M. Group results by Giving Totals.

Answer: B

NEW QUESTION 90

- (Exam Topic 1)

A nonprofit organization has engaged a consultant to implement NPSP and has a large membership program it wants to manage in Salesforce. Which two things does the consultant need to set up to ensure that the membership rollups in NPSP will work properly?

- A. Ensure there is a custom field created for Membership Amount and selected for membership rollups
- B. Check that the membership record type is selected for membership rollups.
- C. Ensure there is an Opportunity record type set up for memberships
- D. Check that the grace period is set up for memberships.

Answer: BD

NEW QUESTION 91

- (Exam Topic 1)

A nonprofit organization is currently using Person Accounts in Salesforce. The organization now wants to use the NPSP Household Account model instead and does not want system administrators to interact with anything related to the Person Account model. What should the consultant advise?

- A. Export all Person Account data, then create a help ticket asking Salesforce to uninstall Person Accounts, then install NPSP and reimport the data
- B. Install NPSP in its Salesforce org and set the account model to Household Accounts and the record type to Person Accounts
- C. Apply for a new Salesforce NPSP org and request a license transfer, then migrate existing data from the current system to the new Salesforce instance
- D. Extract the Person Account data, uninstall Person Accounts, install NPSP and reimport the data.

Answer: C

NEW QUESTION 92

- (Exam Topic 2)

A nonprofit wants to use Salesforce technology to train and test its employees on skills related to brand messaging, creating support cases for IT, and publishing online videos.

Which solution should the consultant recommend?

- A. Custom Help pages
- B. Prompts for In-App Guidance
- C. myTrailhead
- D. Knowledge

Answer: D

NEW QUESTION 96

- (Exam Topic 2)

A consultant is assisting a nonprofit in its data integration and mapping between two systems. The consultant is unsure when a particular field was added to NPSP. Where can the consultant find the NPSP version number for the field in question?

- A. Schema Builder
- B. NPSP package details
- C. Custom field definition detail
- D. NPSP Data Dictionary

Answer: D

Explanation:

<https://powerofus.force.com/s/article/NPSP-Which-Version-Am-I-Using>

NEW QUESTION 100

- (Exam Topic 2)

- A. A Salesforce admin changes an Engagement Plan Template as requested by the development team
- B. The development manager expects to see the changes reflected on an existing Engagement Plan using that Template on a campaign. Why is the development

manager unable to see the Template changes?

- C. The development manager requires additional permissions for the new Engagement Plan Template changes.
- D. Changes to Engagement Plan Templates only affect new Engagement Plans.
- E. Engagement Plan Template changes need to propagate through the platform.
- F. Engagement Plan Template changes must be accepted by the user on the Template detail record first.

Answer: B

NEW QUESTION 104

- (Exam Topic 2)

A data administrator at a small nonprofit has 3 profile that allows them to Read, Create, Edit, and Delete on all objects. The staff member receives an error when attempting to merge three duplicate contacts.

What should the consultant recommend to resolve this issue?

- A. Tell the staff member to select only two instead of three contacts when using Contact Merge.
- B. Make the staff member a system admin.
- C. Create a Permission Set with Modify All on Contacts and Accounts and assign it to the staff member.
- D. Tell the staff member to merge Contacts from the View Duplicates component.

Answer: C

Explanation:

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

NEW QUESTION 108

- (Exam Topic 2)

A nonprofit uses Volunteers for Salesforce. The nonprofit has volunteers who work the same schedule every week. The volunteer manager wants to avoid asking these ongoing volunteers to sign up for the same shift every time.

How should the consultant configure Salesforce to meet the requirement?

- A. Use the Volunteer Recurrence Schedules in Volunteers for Salesforce to create the volunteers' schedules.
- B. Enter all volunteer IDs and schedules on a spreadsheet and use an ETL tool to create volunteer hours records In Volunteers for Salesforce.
- C. Install a grid app from the AppExchange to mass enter volunteer hours based on each volunteer's schedule.
- D. Use the Job Recurrence Schedule functionality In Volunteers for Salesforce to create the volunteers' schedules.

Answer: A

NEW QUESTION 109

- (Exam Topic 2)

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" in Stage to State Mapping.
- D. Use Process Builder to create Ledger Entries on Opportunity update.

Answer: B

Explanation:

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

NEW QUESTION 111

- (Exam Topic 2)

A consultant wants to test out new Nonprofit Cloud features coming out in the upcoming Salesforce release in their customs..

Which action must the consultant take to do this?

- A. Refresh a preview Instance sandbox just prior to sandbox preview period.
- B. Refresh a preview instance sandbox during the sandbox preview period.
- C. Create a new sandbox during the sandbox preview period.
- D. Create a preview instance sandbox during the sandbox preview period.

Answer: A

NEW QUESTION 113

- (Exam Topic 2)

The program manager of an after-school program wants to pull a report that shows all students in the program and their primary parent/guardian with the parent/guardian's cell phone and email. The nonprofit is using NPSP.

Which custom report type should the consultant use to create the report?

- A. Program Engagements with or without Household Account
- B. Service Participants with or without Program Engagement
- C. Contacts with or without Relationships
- D. Contacts with or without Service Participants

Answer: A

Explanation:

<https://trailhead.salesforce.com/trailblazer-community/feed/0D54S00000A7atiSAB>

NEW QUESTION 114

- (Exam Topic 2)

A nonprofit wants to predict the likelihood of a contact recurring donor. What should the consultant recommend to meet

- A. Create NPSP Levels for number of donations
- B. Implement NPSP Enhanced Recurring Donations
- C. Create a Customizable Rollup Field for number
- D. Implement Einstein for Nonprofits

Answer: D

NEW QUESTION 115

- (Exam Topic 2)

A nonprofit wants to collect information online about volunteers who are new to the nonprofit, including names and contact details, skill sets, and availability. The nonprofit already uses NPSP and Volunteers for Salesforce and wants to create a report with this information.

What are two ways the consultant can meet the requirement? Choose 2 answers

- A. Collect contact information during job sign up via Job Listings.
- B. Attach emails from volunteers with their information to Contact records.
- C. Set up a Personalized Volunteer Page on the nonprofit's website.
- D. Add the Volunteer Sign Up form to the nonprofit's website.

Answer: CD

NEW QUESTION 116

- (Exam Topic 2)

A consultant has installed NPSP and is setting up Relationships using List Settings. The nonprofit wants the reciprocal relationship to be selected automatically based on gender.

On which object should the consultant create the custom "Gender" field?

- A. Affiliation
- B. Relationship
- C. Contact
- D. Account

Answer: B

Explanation:

<https://powerofus.force.com/s/article/NPSP-Manage-Relationships-Settings>

NEW QUESTION 117

- (Exam Topic 2)

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

- A. Upload the program data using the NfSP Data Importer.
- B. Upload the client data using the Data Import Wizard.
- C. Upload the client information using the NPSP Data Importer.
- D. Upload the program data using the Data Import Wizard.

Answer: CD

Explanation:

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

NEW QUESTION 121

- (Exam Topic 2)

A nonprofit sends direct mail appeals via a third-party mail house. The nonprofit pulls a report from NPSP to send to the mail house with address information for each constituent who should receive an appeal. Some constituents prefer to receive mail at an address other than their primary household address.

How should a consultant access a list of those who do not reside at their household mailing address?

- A. Create a custom report type for Addresses and a filter for Address Override = True.
- B. Create a Contacts and Accounts report and add a filter for Address Override = True.
- C. Create a Contacts and Accounts report and add a filter for Primary Address Type - Other.
- D. Create a Campaign and run the Household Mailing List report.

Answer: B

Explanation:

<https://powerofus.force.com/s/article/NPSP-Override-the-Default-Address-for-a-Contact>

NEW QUESTION 126

- (Exam Topic 2)

A nonprofit using Salesforce configured with Person Accounts has recently installed NPSP into its org. Which two configurations should a consultant set to ensure that Person Accounts and NPSP can coexist? Choose 2 answers

- A. The Household record type in NPSP Settings is different than the Person Accounts record type.
- B. Create a validation rule to prevent the creation of Person Accounts.
- C. The default record type for profiles of any user who converts leads is different than the Person Account record type.
- D. Remove permissions to Person Accounts for all profiles except System Admin.

Answer: AC

NEW QUESTION 129

- (Exam Topic 2)

A nonprofit needs more insight into why some corporate sponsorships are closing and why others are lost. They want to evaluate information including pipeline value, number of opportunities, Pardot score, win/lost percentage, stage value, and a table of opportunities. The system admin wants to deploy a solution quickly. Which solution should a consultant recommend?

- A. B2B Marketing Analytics
- B. NPSP Advanced Mapping
- C. Salesforce Reports
- D. Insights Platform Data Integrity

Answer: C

NEW QUESTION 133

- (Exam Topic 2)

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: D

Explanation:

https://sfdo-docs.s3-us-west-2.amazonaws.com/npssp_reports.pdf

NEW QUESTION 136

- (Exam Topic 2)

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: BD

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/user-adoption-metrics/measure-salesforce-usage>

NEW QUESTION 137

- (Exam Topic 2)

A nonprofit wants its supporters to send advocacy messages to elected officials and then record which supporters sent the messages. Which two solutions should the consultant recommend to meet the requirement? Choose 2 answers

- A. Organize advocacy messages into Campaigns and add the Contacts who take action as Campaign Members.
- B. Configure Marketing Cloud to send advocacy messages from the supporters.
- C. Use an online advocacy platform from the AppExchange that syncs to Salesforce.
- D. Set a new NPSP Engagement Level on a Contact every time a Contact sends an advocacy message.

Answer: AB

NEW QUESTION 142

- (Exam Topic 2)

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

Answer: D

Explanation:

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

NEW QUESTION 145

- (Exam Topic 2)

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?

- A. Trailblazer Community Dashboard
- B. Salesforce Help and Training
- C. Trail Tracker by Trailhead
- D. AppExchange Report

Answer: C

NEW QUESTION 149

- (Exam Topic 2)

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. Remove Client Photo Component from the Lightning Record Page.
- B. Set Component Visibility for the Client Card Component.
- C. Remove Client Card Component from the Lightning Record Page.
- D. Set Component Visibility for the Client Photo Component.

Answer: D

NEW QUESTION 151

- (Exam Topic 2)

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.

Answer: C

Explanation:

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

NEW QUESTION 154

- (Exam Topic 2)

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. Verify the sandbox is on the same release as production.
- B. Log a Salesforce support case to change the version of the sandbox release.
- C. Deploy a Change Set during the upgrade window for the production instance.
- D. Review the sandbox preview instructions for the upcoming release.

Answer: AC

NEW QUESTION 157

- (Exam Topic 2)

A donor has committed to give a consistent amount every month. The nonprofit wants to update the schedule to reflect one-time adjustments to this amount.

What should the consultant recommend to record the regular donations correctly?

- A. Implement Enhanced Recurring Donations.
- B. Create scheduled Payments.
- C. Create a process using Process Builder.
- D. Clone Opportunities with Payments.

Answer: A

NEW QUESTION 159

- (Exam Topic 2)

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

- A. Install from the NPSP Installer page.
- B. Install using the NPSP Conversion Utility tool.
- C. Install each NPSP component from the AppExchange.
- D. Install each NPSP component from the Trailblazer Community.

Answer: A

Explanation:

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

NEW QUESTION 162

- (Exam Topic 2)

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. Add the Related List - Single Lightning component to the Opportunity Lightning pag
- B. Add a component visibility filter to display the Engagement Wan when the Opportunity Amount field is greater than 10,000.
- C. Create a tab and associate the Engagement Plan object to the ta
- D. Add the Related List - SingleLightning component and set it to Engagement Plan
- E. Give read access for the Engagement Plan object to all profiles.
- F. Create a custom Lightning component that displays all Engagement Plan
- G. Add the component to the Opportunity Lightning Pag
- H. Assign the Lightning Page as the Org Default and Activate it.
- I. Add the Related Lists component to the Opportunity Lightning pag
- J. 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.

Answer: D

NEW QUESTION 163

- (Exam Topic 2)

Which two scenarios should be included in a Salesforce-recommended V2MOM?

- A. Metrics
- B. Virtues
- C. Milestones
- D. Vision
- E. Objectives

Answer: DE

NEW QUESTION 167

- (Exam Topic 2)

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

Answer: BD

NEW QUESTION 172

- (Exam Topic 2)

A nonprofit has high staff turnover in several key roles that use Salesforce. The nonprofit needs to improve training and adoption of Salesforce to maximize the value of its investment.

Which two standard Salesforce tools can quickly help new staff use Salesforce with only a Sales or Service Cloud license? Choose 2 answers

- A. Einstein Bots
- B. In-App Guidance
- C. Path
- D. myTrailhead

Answer: BD

NEW QUESTION 174

- (Exam Topic 2)

A nonprofit has employed a contract developer for work involving objects that contain personal and personally identifiable information. The contractor is working in a full copy sandbox.

What should the consultant recommend to ensure the contractor is unable to access this sensitive data?

- A. Encrypt all fields containing sensitive data with Classic Encryption.
- B. Configure the contractor's Profile to prevent access to the sensitive data.
- C. Implement Salesforce Data Mask and mask the sensitive data.
- D. Implement Salesforce Shield and apply it to the sensitive data.

Answer: C

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/salesforce-data-mask/understand-the-importance-of-da>

NEW QUESTION 177

- (Exam Topic 2)

A development associate receives a corporate matching gift and failed to indicate the original donation was supposed 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 Lightning quick action to find the matching gift.
- C. Select Manage Soft Credits and change the Contact Role to Matched Donor.
- D. Create a lookup field on the Opportunity object for matched gift donor.

Answer: A

NEW QUESTION 180

- (Exam Topic 2)

A nonprofit wants to manage a new program in Salesforce.

— and several objects that connect those objects

What should the consultant recommend as the first step before embarking on a new implementation project?

- A. Set up an implementation timeline and delivery plan.
- B. Identify the challenges the nonprofit is currently experiencing.
- C. Review data in a .csv file and begin mapping to existing fields.
- D. Audit existing standard and custom objects and fields.

Answer: B

NEW QUESTION 181

- (Exam Topic 2)

A nonprofit uses Salesforce for fundraising and now wants to provide support for clients through a real-time chat interface with a staff member.

What should the consultant recommend?

- A. Digital Engagement
- B. Web-to-Case
- C. Experience Cloud
- D. Einstein Bots

Answer: A

NEW QUESTION 184

- (Exam Topic 2)

A gift officer is entering donations and wants to track that the donor responded to the most recent direct mail campaign.

Which feature should the consultant configure to record the donor's campaign response?

- A. Customizable Rollups
- B. Automatic Campaign Member Management
- C. Sales Process
- D. Customizable Campaign Influence

Answer: B

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/campaign-management-with-nonprofit-success-pack/m>

NEW QUESTION 188

- (Exam Topic 2)

A nonprofit is implementing Accounting Subledger and wants to know how the data from Salesforce would be transferred to its accounting system.

Which three methods are possible? Choose 3 answers

- A. Integrate Salesforce with the accounting system using middleware.
- B. Export data via Salesforce reports to upload to the accounting system.
- C. Develop a custom integration solution.
- D. Schedule a Data Export from Salesforce.
- E. Configure Salesforce Connect to integrate with the accounting system.

Answer: ABC

NEW QUESTION 189

- (Exam Topic 2)

A nonprofit wants its staff to spend most of their time in Salesforce. but the staff needs access to several other applications as well. The nonprofit wants a solution that allows staff to use other applications without leaving Salesforce.

How should the consultant integrate these applications?

- A. Implement Salesforce Canvas
- B. Configure External Data Sources
- C. Configure External Objects
- D. Implement Distributed Marketing

Answer: A

NEW QUESTION 193

- (Exam Topic 2)

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: BC

Explanation:

https://trailhead.salesforce.com/en/content/learn/modules/search_solution_basics/search_solution_basics_optimi

NEW QUESTION 198

- (Exam Topic 2)

A board member introduced a high-net-worth individual to the work of the nonprofit. The individual made a donation at an event.

The fundraising manager wants to record this information in Salesforce. It is important the donation is hard credited to the individual while ensuring this donation, as well as any future donations from the individual, are soft-credited to the board member. The board member and the individual already exist as contacts in Salesforce.

How should the data be entered*?

- A. Create the donation opportunity for the individua
- B. Add the board member as a Soft Credit contact role for the donatio
- C. Create k^a relationship between the board member and the individual.
- D. Create a relationship between the individual and the board member with a Related Opportunity Contact Role of Soft Credi
- E. Create the donation opportunity for the individual.
- F. Create a relationship between the individual and the board membe
- G. Create the donation opportunity for the individua
- H. Add theboard member as a Soft Credit contact role to the donation.
- I. Create a relationship between the individual and the board membe
- J. Create the donation opportunity for the individua
- K. Enter a Partial Soft Credit for the board member.

Answer: C

NEW QUESTION 200

- (Exam Topic 2)

A nonprofit has its organization-wide sharing settings for all objects set to Private and is using Program Management Module to track Service Deliveries. A subset of Service Delivery records should be visible to selected staff.

How should a consultant meet this requirement?

- A. Create and assign a new profile.
- B. Update default sharing to Public Read/Write.
- C. Create a criteria-based sharing rule.
- D. Update the assigned Permission Set.

Answer: C

NEW QUESTION 201

- (Exam Topic 2)

A large nonprofit is a social enterprise that functions like a for-profit corporation. The funding the nonprofit tracks in Salesforce only comes from corporations. The nonprofit needs to manage Leads and track its Opportunity pipeline.

Which account model should the consultant recommend'

- A. Standard Account Model without NPSP
- B. Individual Account Model in N9SP
- C. Person Account Model without NPSP
- D. One-to-One Account Model in NPSP

Answer: A

NEW QUESTION 205

- (Exam Topic 2)

A nonprofit wants to deploy Nonprofit Cloud Case Management into its production org. Which two prerequisites should be considered prior to installing Case Management? Choose 2 answers

- A. Install NPSP
- B. Enable My Domain
- C. Ensure appropriate licenses are provisioned
- D. Ensure Volunteers for Salesforce is properly configured

Answer: AB

NEW QUESTION 210

- (Exam Topic 2)

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

Answer: D

NEW QUESTION 213

- (Exam Topic 2)

A nonprofit wants to use Volunteers for Salesforce for volunteer management. Which action should a consultant take before installing the package?

- A. Apply for license donation for Volunteers for Salesforce.
- B. Check that the nonprofit has the most recent NPSP release.
- C. Ensure the Program Management Module Is already Installed.
- D. Compare usage of roll-up summary fields to limits.

Answer: D

NEW QUESTION 214

- (Exam Topic 2)

A consultant is tasked with implementing NPSP for a UK-based nonprofit. One of their requirements is to localize the US-focused labels of some NPSP fields, such as replacing all references to Organization with Organisation.

What should the consultant do to meet the requirement?

- A. Create a support case to change the label.
- B. Activate English (UK) In Language Settings.
- C. Override the default English labels in Translation Workbench.
- D. Reword the field label in Setup.

Answer: B

NEW QUESTION 215

- (Exam Topic 2)

A nonprofit has hired a consultant to help implement a Salesforce marketing automation solution. Which question should a consultant ask the nonprofit first?

- A. How is marketing data maintained and is it currently clean and accurate?
- B. Will departments be sharing the same marketing data?
- C. What are the overall marketing objectives and strategy?
- D. How much visibility does the nonprofit need into the lifecycle of its marketing leads?

Answer: C

NEW QUESTION 220

- (Exam Topic 2)

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. Populate the Primary Campaign Source field on the Opportunity record
- B. Upload a list of all donors as Campaign Members using the Data Import Wizard
- C. Enable the Automatic Campaign Member Management in NPSP settings
- D. Create a trigger that automatically adds any donor as a Campaign Member

Answer: AC

NEW QUESTION 224

- (Exam Topic 2)

A nonprofit wants to use Customizable Rollups in its NPSP org. What should the consultant advise?

- A. After Customizable Rollups are enabled, it is irreversible.
- B. Advanced Currency Management is unsupported by Customizable Rollups.
- C. Existing User Defined Rollups need to be re-created as Customizable Rollups.
- D. Customizable Rollups can only be used in orgs using the Household Account model.

Answer: D

Explanation:

<https://powerofus.force.com/s/article/NPSP-Enable-Cust-Rollups>

NEW QUESTION 226

- (Exam Topic 2)

A fundraiser at a nonprofit wants to be donation solicitations on which she is easily track and update her gift asks.

What should requirement

- A. Kanban View
- B. Einstein for Nonprofits

C. Manage Campaign Members
D. Path

Answer: A

NEW QUESTION 227

- (Exam Topic 2)

A member of the donation processing team wants to set up different batch data input configurations for different donation types. Which feature should the consultant recommend to make processing different donation batches consistent?

A. Gift Entry Templates
B. Advanced Mapping
C. Data Import Wizard
D. Engagement Plan Templates

Answer: A

Explanation:

<https://powerofus.force.com/s/article/NPSP-Configure-Gift-Entry>

NEW QUESTION 232

- (Exam Topic 2)

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 guarantee executive engagement.
B. Goals provide a way to measure and prove results.
C. Goals define a clear purpose for the project.
D. Goals catalog all of the teams' pain points.

Answer: CD

NEW QUESTION 233

- (Exam Topic 2)

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

Answer: C

NEW QUESTION 236

- (Exam Topic 2)

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.

Answer: BD

NEW QUESTION 241

- (Exam Topic 2)

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

Explanation:

<https://trailhead.salesforce.com/en/content/learn/modules/program-management-with-nonprofit-cloud/manage-n>

NEW QUESTION 242

- (Exam Topic 2)

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. Advanced Mapping
- B. Levels
- C. Customizable Rollups
- D. Engagement Plans

Answer: B

NEW QUESTION 244

- (Exam Topic 2)

A nonprofit wants to send messages to Contacts stored in NPSP based on their connections to the nonprofit's corporate funders. Which object should be connected with Contacts in a report type to meet this requirement?

- A. Relationships
- B. Opportunities
- C. Accounts
- D. Affiliations

Answer: D

NEW QUESTION 248

- (Exam Topic 2)

A nonprofit needs to frequently import membership renewal and donation data. Each Import needs a different configuration that will update existing Contacts in addition to creating Opportunities. Which tool should the consultant recommend?

- A. NPSP Batch Data Import
- B. Salesforce Data Loader
- C. NPSP Data Importer
- D. Salesforce Import Wizard

Answer: C

NEW QUESTION 253

- (Exam Topic 2)

A nonprofit is embarking on an organization implementation to replace numerous outdated systems. A consultant recommends establishing a Lean Governance Framework to ensure compliance, assess risk, and roll out a successful implementation for all users. Which component is a key process of the Lean Governance Framework?

- A. Executive buy-in
- B. Software Development Lifecycle
- C. End user management
- D. Power user feedback

Answer: B

NEW QUESTION 258

- (Exam Topic 2)

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

Explanation:

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

NEW QUESTION 260

- (Exam Topic 2)

A consultant is setting up several integrations for a nonprofit.

What strategy could the consultant implement to help prevent interruptions between the integration and Salesforce?

- A. Create a user account solely for integrations.
- B. Create the integration using the SOAP API with My Domain enabled.
- C. Use the System Admin's user account for integrations.
- D. Use the REST API with the REST Explorer to set up the integration.

Answer: A

NEW QUESTION 264

- (Exam Topic 2)

A user has reported an error when trying to merge two contacts using NPSP Contact Merge tab. Which two issues are the likely cause of the problem?
Choose 2 answers

- A. A unique external Id was kept from the non-master contact.
- B. The contacts must be in the same household to merge.
- C. The user needs to have delete access to the contacts being merged.
- D. The NPSP Duplicate Rule was set to Warn instead of auto-merge.

Answer: AC

Explanation:

(<https://trailhead.salesforce.com/en/content/learn/modules/contact-and-account-settings-in-nonprofit-success-pac>)

NEW QUESTION 267

- (Exam Topic 2)

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. Delete the values in the phone and email fields
- B. Delete the Contact record
- C. Select the Deceased field
- D. Select the Do Not Email, Do Not Contact, and Email Opt Out fields

Answer: C

NEW QUESTION 268

- (Exam Topic 2)

A consultant is helping a nonprofit diagnose and address some issues they have with NPSP. The consultant sees the customer is hitting governor limit errors on a particular job.

Which action should the consultant take to resolve the issue?

- A. Schedule that job to run more frequently.
- B. Decrease the batch size for that job.
- C. Reschedule that nightly job.
- D. Increase the batch size for that job.

Answer: B

NEW QUESTION 269

- (Exam Topic 2)

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 gala. The nonprofit uses Campaigns to track event attendance.

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

- A. Cross filter
- B. Summary formula
- C. Bucket field
- D. Filter logic

Answer: A

NEW QUESTION 272

- (Exam Topic 2)

A nonprofit is getting ready to go live with its Nonprofit Cloud implementation.

Which two sandbox configuration options can the consultant create to ensure effective user acceptance testing and training? Choose 2 answers

- A. Partial Data Sandbox
- B. Developer Sandbox
- C. Developer Pro Sandbox
- D. Full Data Sandbox

Answer: AD

NEW QUESTION 277

- (Exam Topic 2)

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

Answer: A

NEW QUESTION 278

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