



Free Questions for Nonprofit-Cloud-Consultant

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Question 1

Question Type: MultipleChoice

A nonprofit is embarking on an organization implementation to replace numerous outdated systems.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?

Options:

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

Answer:

B

Explanation:

A key process of the Lean Governance Framework recommended for ensuring compliance, assessing risk, and rolling out a successful implementation is the Software Development Lifecycle (SDLC).

Software Development Lifecycle (SDLC):

SDLC is a framework that defines the processes and stages involved in software development from initial planning through to deployment and maintenance.

Implementing SDLC as part of Lean Governance ensures that all software changes are thoroughly planned, tested, and reviewed, reducing the risk of errors and ensuring compliance with organizational standards.

Components of SDLC in Lean Governance:

Planning: Defining project goals, scope, and requirements.

Design: Creating design specifications and architecture.

Development: Actual coding and development of software.

Testing: Rigorous testing to ensure software meets all requirements and is free of defects.

Deployment: Releasing the software to users.

Maintenance: Ongoing support and updates.

Question 2

Question Type: MultipleChoice

A system admin uploaded a .CSV file using the Data Import Wizard with the NPSP Data Importer. The Mailing Street address field was mapped, but the admin noticed the field was Wizard on all of the records after the import completed.

What is a likely cause?

Options:

- A- The column contained incomplete data.
- B- There were more than 65 columns in the CSV file.
- C- The mapped Salesforce ID was inappropriate for the record type.
- D- There were validation rules for the missing field.

Answer:

A

Explanation:

When using the Data Import Wizard with the NPSP Data Importer and noticing that the Mailing Street address field was missing on all records after import, one likely cause is incomplete data in the CSV file. Here's a detailed explanation:

Check the CSV File:

Open the CSV file that was uploaded.

Verify if the Mailing Street address column contains complete and properly formatted data for all rows.

Ensure Completeness:

Ensure that there are no missing values or improperly formatted addresses in the Mailing Street column.

Even a single missing value can cause the entire column to be skipped during import.

Re-import Data:

Correct any incomplete or missing data in the CSV file.

Use the Data Import Wizard again to re-import the corrected file.

Verify Field Mappings:

During the import process, ensure that the Mailing Street field is correctly mapped to the appropriate Salesforce field.

By ensuring the completeness and correctness of the data in the CSV file, you can avoid issues where fields are missing after import.

[Salesforce Data Import Wizard Guide: Data Import Wizard.](#)



Question 3

Question Type: MultipleChoice

What does a consultant need to enable and deploy before using Advanced Mapping in NPSP?

Options:

- A- Delegated Administration
- B- My Domain
- C- Custom triggers
- D- Customizable Rollups

Answer:

B



Explanation:

Before using Advanced Mapping in NPSP, it is necessary to enable and deploy My Domain. My Domain is a prerequisite for using several Salesforce features, including Advanced Mapping, as it allows you to customize your Salesforce org's URL, and it enhances security by creating a unique subdomain for your Salesforce org.

Steps to Enable My Domain:

Navigate to Setup:

Go to Setup -> My Domain.

Register My Domain:

Enter your preferred domain name and check its availability.

Register the domain and wait for the confirmation email.

Deploy My Domain:

After registration, deploy the domain to users and ensure it is active.

Salesforce Nonprofit Success Pack Documentation

Salesforce Help: My Domain

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

Question 4

Question Type: MultipleChoice

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?

Options:

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

Answer:

A

Explanation:

To quickly deploy a solution that provides insights into corporate sponsorships, including pipeline value, number of opportunities, Pardot score, win/loss percentage, stage value, and a table of

opportunities, the consultant should recommend B28 Marketing Analytics. Here's why:

B28 Marketing Analytics:

This analytics solution is designed to provide deep insights into marketing performance, including detailed views of pipeline metrics and opportunity analysis.

It integrates with Salesforce and Pardot, offering out-of-the-box dashboards and reports that can be quickly deployed.

The tool enables the nonprofit to gain actionable insights into why certain sponsorships are closing or being lost, facilitating data-driven decision-making.

Salesforce B28 Marketing Analytics Documentation

Salesforce Pardot Integration Guide



Question 5

Question Type: MultipleChoice

A consultant is migrating historic donation records into a nonprofit's Salesforce org. Many of these donations were paid in multiple installments.

What should the consultant do to correctly match the Payments to the Opportunities?

Options:

- A- Set the Stage field to 'Closed Lost'.
- B- Delete the automatically created payments.
- C- heck the Do Not Automatically Create Payment field.
- D- Change the Opportunity record type to an excluded value.

Answer:

C

Explanation:

When migrating historic donation records into a nonprofit's Salesforce org where many of these donations were paid in multiple installments, it is important to ensure that the Payments are correctly matched to the Opportunities. The correct approach involves using the 'Do Not Automatically Create Payment' field:

Check the Do Not Automatically Create Payment Field:

When importing historic donations, check the 'Do Not Automatically Create Payment' field on the Opportunities.

This prevents Salesforce from automatically creating Payments for these Opportunities, which allows you to manually enter the correct Payments that match the historic installment records.

Manually Create Payments:

After importing the Opportunities with the 'Do Not Automatically Create Payment' field checked, manually create Payment records that correspond to each installment.

Ensure each Payment is correctly associated with the corresponding Opportunity.

Validation:

Validate the imported data to ensure all Payments are correctly matched with the Opportunities.

This method ensures that the historic donation records with multiple installments are accurately represented in Salesforce.

Salesforce Nonprofit Success Pack (NPSP) Documentation: Managing Payments and Opportunities.

Salesforce Help: Data Import Guidelines.

Question 6

Question Type: MultipleChoice

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?

Options:

- 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

Explanation:

When encountering governor limit errors on a particular job in NPSP, the consultant should decrease the batch size for that job. Here's why:

Batch Size:

Salesforce has strict governor limits to ensure efficient resource usage. When a batch job hits these limits, it often indicates that the batch size is too large.

Decreasing the batch size reduces the number of records processed in each batch execution, thereby minimizing the chances of hitting governor limits.

This approach helps in completing the job successfully without exceeding platform limits.

[Salesforce Batch Apex Documentation](#)

[Salesforce Governor Limits Guide](#)

These solutions provide precise and effective steps to address common issues and configuration needs within the Salesforce Nonprofit Cloud environment.



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