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QUESTION 1

A large nonprofit organization is a social enterprise that functions in many ways like a for- profit corporation. The organization does mot 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

Correct Answer: E

QUESTION 2

A consultant is helping a nonprofit diagnose and address some issues they have with NPSP. The consultant sees the customer i$ 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.

Correct Answer: B

QUESTION 3

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?

A. Salesforce Duplicate Management

B. NPSP Contact Merge

C. Third party app from the AppExhange

D. Salesforce Data Loader

Correct Answer: B

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QUESTION 4

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 5

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 individual. Add the board member as a Soft Credit contact role for the donation. Create k^a relationship between the board member and the individual.

B. Create a relationship between the individual and the board member with a Related Opportunity Contact Role of Soft Credit. Create the donation opportunity for the individual.

C. Create a relationship between the individual and the board member. Create the donation opportunity for the individual. Add the board member as a Soft Credit contact role to the donation.

D. Create a relationship between the individual and the board member. Create the donation opportunity for the individual. Enter a Partial Soft Credit for the board member.

Correct Answer: C

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