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### QUESTION 1

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 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

Correct Answer: B

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

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### QUESTION 3

A nonprofit organization recently completed a migration to a NPSP Salesforce org. The consultant wants to ensure that all the migrated Accounts use the same account model.

What action should the consultant take?

- A. Run the NPSP Health Check Tool
- B. Run the Salesforce Optimizer
- C. Run the Data Quality Analysis Dashboard
- D. Run the Lightning Readiness Assessment

Correct Answer: C

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### QUESTION 4

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

Correct Answer: A

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### QUESTION 5

A nonprofit customer wants to have the status for a Campaign Member on a fundraising campaign automatically update when a donation is received from that Contact.



What should the consultant recommend?

- A. Create a workflow rule that updates the Campaign Status when an Opportunity is created.
- B. Create an Apex Trigger to update the Contact's Campaign record.
- C. Enable Automatic Campaign Member Management in NPSP settings.
- D. Use Process Builder to update the Contact's campaign member record.

Correct Answer: C

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