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QUESTION 1

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. Campaigns
- B. Community Cloud
- C. Pardot
- D. Salesforce DMP

Correct Answer: C

QUESTION 2

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.

Correct Answer: BD

QUESTION 3

A nonprofit enters donation data both into Salesforce and an external accounting system to reconcile. This process is time-consuming. What should the consultant recommend to reduce manual data entry and improve efficiency?

- A. Accounting Subledger
- B. NPSP Data Importer Templates
- C. Data Import Wizard
- D. Advanced Mapping

Correct Answer: B

QUESTION 4



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

Correct Answer: D

QUESTION 5

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.

Correct Answer: D

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

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