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### QUESTION 1

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.

Correct Answer: AC

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### QUESTION 2

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. Change the values in Campaign Member Status from Sent/Responded to Current/Former.
- D. Install the Salesforce.org Higher Education Data Architecture (HEDA) managed package and use Affiliations.

Correct Answer: D

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### QUESTION 3

A consultant for a nonprofit needs to upload data that contains payments on existing opportunities in Salesforce using donation matching in the NPSP Data Importer. After a gift is successfully matched to an existing record, which two updates may occur? Choose 2 answers

- A. The Stage of the Opportunity will change to Closed/Won.
- B. The open Payment will be marked as Paid.
- C. A Payment will be added to the Opportunity.



D. The Opportunity amount will include the new payment amount.

Correct Answer: BD

<https://powerofus.force.com/s/article/NPSP-Configure-Data-Importer-Options>

#### QUESTION 4

The executive director at a nonprofit needs to understand the overall summary of individuals engaged with the organization across multiple channels, including donations, volunteer shifts, and event attendance.

What can the consultant deliver to help them achieve this summary by channel?

- A. Create a Role Hierarchy to summarize the number of Opportunity records associated with each user, and the Campaign Memberships associated with the Primary Contact on the Opportunity by channel.
- B. Create an Account Hierarchy to see the number of people related to each household, and their associated Contact records with Campaign Memberships and Opportunities by channel.
- C. Create a User Hierarchy to report by user with the Opportunity, Contact, and Campaign records owned representing donation, volunteer, and event channels and their Campaign Memberships.
- D. Create a Campaign Hierarchy to see the number of people associated with each donation, shift, and event, by channel with Campaign Memberships.

Correct Answer: D

#### QUESTION 5

A nonprofit receives grants so it can offer scholarships to students who attend the nonprofit's community training programs.

- A. NPSP to track the grants the nonprofit receives; Gift Entry to track the scholarships the nonprofit offers; Education Data Architecture to track the training programs.
- B. Program Management Module to track the grants the nonprofit receives; Outbound Funds Module to track the scholarships the nonprofit offers; Education Data Architecture to track the training programs.
- C. Outbound Funds to track the grants the nonprofit receives; NPSP to track the scholarships the nonprofit offers; Education Data Architecture to track the training programs
- D. NPSP to track the grants the nonprofit receives; Outbound Funds Module to track scholarships the nonprofit offers; Program Management Module to track the training programs

Correct Answer: D

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