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QUESTION 1

A nonprofit organization wants to automate some of its routine activities.

Which declarative Salesforce solution is designed for process automation?

- A. Einstein
- B. Pardot
- C. Lightning Flow
- D. NPSP TDTM

Correct Answer: C

QUESTION 2

A nonprofit organization is using a free trial of Nonprofit Cloud and engages with a consultant to do some custom configuration work. The consultant starts to gather requirements and look at the overall design. Which two things should the consultant know about the trial experiences available on the Salesforce.org website?

- A. Five licenses are included at no cost for qualified customers
- B. The trial choices include Lightning Enterprise or Lightning Enterprise + NPSP
- C. The free trial period is for 30 days
- D. It is a Developer Edition org

Correct Answer: BC

QUESTION 3

A nonprofit has asked a consultant to configure Lightning Record Pages to optimize the user interface.

Which two resources should the consultant use to ensure the nonprofit staff are up to date on the latest Salesforce platform features and best practices? Choose 2 answers

- A. Salesforce Known Issues
- B. Trailhead
- C. Power of Us Hub
- D. Salesforce Help

Correct Answer: BC



QUESTION 4

A major donor officer needs to capture wealth scoring to support individual cultivations.

How is this best represented in the NPSP?

- A. Using an AppExchange application, collect and rank other nonprofits\' wealth information to understand how best to cultivate individual donations.
- B. Report on the total amount of donations received by the nonprofit in the past year, and rank it against peer institutions to best cultivate individual donations.
- C. Report on the total amount of an individual\'s donations summarized on their Contact record and rank it against donations to the nonprofit by other individual donors to best cultivate individual donations.
- D. Using an AppExchange application, collect and rank donor prospects\' wealth information to understand how to best cultivate individual donations.

Correct Answer: D

QUESTION 5

A nonprofit wants to integrate its existing proprietary event management system with Salesforce. The nonprofit wants to automatically send event and attendee data from its external system and create Campaigns and Campaign Members in Salesforce on a daily basis.

What should the consultant recommend?

- A. Use a middleware tool to integrate the external system with Salesforce.
- B. Use NPSP Batch Data Import to schedule regular Imports from the external system.
- C. Use Salesforce Connect to integrate the external system with Salesforce.
- D. Use NPSP Data Importer Templates to import the necessary data.

Correct Answer: C

<https://www.freecram.com/question/Salesforce.Nonprofit-Cloud-Consultant.v2021-01-10.q37/a-nonprofit-organization-wants-to-integrate-its-event-management-system-and-salesforce-the-organization>

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