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QUESTION 1

A nonprofit organization wants to manage its social media presence by being able to listen to what constituents are saying about the organization on social media, measure its impact, and manage it from a mobile app. What should the consultant recommend?

A. Social Studio

B. Live Message

C. Pardot

D. Google Analytics

Correct Answer: A

QUESTION 2

A community foundation administers a scholarship fund that awards multiple scholarships a year. The foundation wants to use Nonprofit Cloud to track and review applications and record the scholarship recipients, award amounts, and dates. What should a consultant recommend to meet the requirement?

A. Use the Grant Opportunity Record Type and the Primary Contact field for the recipient in NPSP.

B. Set up the Outbound Funds Module and connect the Funding Request to Contacts for the recipient.

C. Set up the Program Management Module and use Program Cohort with Program Engagement for the recipient.

D. Create an Opportunity Record Type for Scholarships and Primary Contact field for the recipient in NPSP.

Correct Answer: B

QUESTION 3

A nonprofit organization wants to automatically generate an Opportunity whenever a Lead is converted.

What should the consultant do to meet this requirement?

A. Select the "Create an Opportunity on Lead Convert" checkbox in NPSP Settings.

B. Write a trigger that automatically generates an Opportunity on Lead conversion.

C. Install a third-party app from the AppExchange that converts leads to any other object.

D. Create a process using Process Builder that will automatically create an Opportunity on Lead Conversion.

Correct Answer: A

QUESTION 4

A nonprofit organization is currently using Person Accounts in Salesforce. The organization now wants to use the NPSP Household Account model instead and does not want system administrators to interact with anything related to the Person Account model. What should the consultant advise?

A. Export all Person Account data, then create a help ticket asking Salesforce to uninstall Person Accounts, then install NPSP and reimport the data

B. Install NPSP in its Salesforce org and set the account model to Household Accounts and the record type to Person Accounts

C. Apply for a new Salesforce NPSP org and request a license transfer, then migrate existing data from the current system to the new Salesforce instance

D. Extract the Person Account data, uninstall Person Accounts, install NPSP and reimport the data.

Correct Answer: C

QUESTION 5

A membership organization needs to send out automated renewal emails on a 30/60/90 period. Each referenced email template needs to differ based on the members\\' web site visits. Which automation method should a consultant recommend?

A. Process Builder

B. Apex Trigger and Scheduler

C. Time-Based Workflow

D. Pardot

Correct Answer: D

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