

NP-Con-102 New Braindumps Sheet - NP-Con-102 Reliable Test Dumps

Answer Area	Statements	Yes	No
	When User1 connects to App1 from a device that has an IP address of 131.107.50.10, User1 must use MFA.	<input type="radio"/>	<input type="radio"/>
	When User2 connects to App1 from a device that has an IP address of 131.107.20.15, User2 must use MFA.	<input type="radio"/>	<input type="radio"/>
	When User2 connects to App1 from a device that has an IP address of 131.107.5.5, User2 must use MFA.	<input type="radio"/>	<input type="radio"/>

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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q119-Q124):

NEW QUESTION # 119

A gift officer is entering donations and wants to track that the donor responded to the most recent direct mail campaign. Which feature should the consultant configure to record the donor's campaign response?

- A. Customizable Rollups
- B. Customizable Campaign Influence
- C. Sales Process
- **D. Automatic Campaign Member Management**

Answer: D

Explanation:

In NPSP, the most efficient way to link a donation to a donor's campaign participation is through Automatic Campaign Member Management.³¹ How the Feature Works:³²

* The Link:³³ When an Opportunity (donation) is created, it has a Primary Campaign Source field.

* The Automation: If Automatic Campaign Member Management is enabled in NPSP Settings, the system automatically looks at the

Primary Contact on the donation and checks if they are already a Campaign Member of that campaign.

* Status Update: If they are already a member, the system can automatically update their Member Status (e.g., from "Sent" to "Responded").

* Creation: If they are not yet a member, the system can automatically create a new Campaign Member record for that donor with a "Responded" status.

Why other options are incorrect:

* Customizable Rollups (Option B): These summarize financial totals but do not handle the "Status" or "Response" logic on a campaign.

* Customizable Campaign Influence (Option C): This is a Sales Cloud feature used to attribute "Influence" across multiple campaigns for a single deal. While relevant to high-level ROI, it is not the primary mechanism for simply recording that a donor "responded" to a specific direct mail appeal.

* Sales Process (Option D): This defines the "Stages" an Opportunity goes through (Pledged, Won, etc.) and has no role in campaign response tracking.

NEW QUESTION # 120

A nonprofit needs to frequently import membership renewal and donation data. Each import needs a different configuration that will create or update existing Contacts in addition to creating Opportunities. Which tool should the consultant recommend?

- A. Salesforce Data Loader
- **B. NPSP Batch Data Import**
- C. NPSP Data Importer
- D. Salesforce Import Wizard

Answer: B

Explanation:

The NPSP Data Importer (Option D) is the underlying engine, but the requirement for "frequent imports" with "different configurations" specifically points to the NPSP Batch Data Import (A) feature.

Why NPSP Batch Data Import is the correct recommendation:

* Saved Configurations: In NPSP, a "Batch" is a record that stores specific configuration settings. A consultant can create one Batch for "Membership Renewals" and another for "General Donations." Each batch can have different matching rules (e.g., match by Email for memberships vs. match by External ID for donations).

* Multi-Object Creation: Like the standard importer, it creates or updates Contacts and Accounts while simultaneously creating the Opportunity and Payment records in a single step.

* Efficiency: For "frequent" work, a user doesn't have to re-map fields every time. They simply select the appropriate Batch, upload the CSV, and the system uses the pre-saved mapping and logic associated with that batch.

* Dry Run: It allows for a "Dry Run" on the specific batch to ensure the data is clean before it is committed to the database.

Why other options are incorrect:

* Data Loader (Option C): This would require multiple imports (Contacts first, then Opportunities) and does not support the automated "Match or Create" logic of NPSP.

* Import Wizard (Option B): This is a standard tool that cannot handle the complex NPSP multi-object relationship logic in a single pass.

* NPSP Data Importer (Option D): While technically the engine, the "Batch" feature is what provides the ability to store different configurations for frequent use.

NEW QUESTION # 121

A nonprofit frequently receives donations through the mail. The consultant recommends using Nonprofit Success Pack (NPSP) Gift Entry. What are three advantages of using NPSP Gift Entry? (Choose 3)

- A. Can process credit card payments
- B. Standardizes mailing addresses as they are entered
- **C. Includes built-in mapping rules to help prevent duplicates**
- **D. Can create different templates for different types of gifts**
- **E. Can prefill certain fields for batch entry**

Answer: C,D,E

Explanation:

NPSP Gift Entry is a high-speed, accurate tool for processing high volumes of donations received through manual channels like

direct mail. It is built upon the NPSP Data Import engine but provides a streamlined user interface.

Three Primary Advantages:

- * Prefilling Fields (A): When creating a batch for a specific direct mail appeal, the consultant can set "Default Values." For example, every gift in the "Year-End Appeal" batch can have the Campaign and GAU Allocation prefilled. This drastically reduces the number of keystrokes required for the data entry clerk.
 - * Mapping Rules and Duplicate Prevention (C): Gift Entry utilizes the NPSP Data Import logic. It doesn't just "create records"; it first attempts to find existing Contacts or Accounts based on sophisticated matching rules. This "Dry Run" capability identifies potential duplicates before the data is committed to the database, maintaining clean data hygiene.
 - * Customizable Templates (E): Not all gifts are the same. A consultant can create a "Grant Template" with fields for restricted funds and due dates, and a separate "Individual Check Template" that focuses on donor names and mailing addresses. This ensures that users only see the fields relevant to the specific type of entry they are performing.
- Why other options are not primary advantages of Gift Entry:
- * Address Standardization (B): While NPSP has address management features, it is not a "standardization" tool (like an AS/400 or SmartyStreets) that happens during entry; that is usually handled by a separate integration.
 - * Credit Card Processing (D): While NPSP can link to Salesforce Checkout or Elevate, Gift Entry's primary purpose is manual data entry for offline gifts like checks.

NEW QUESTION # 122

A nonprofit organization is starting a new program that connects high school youths to college mentors. The organization wants to track this specific relationship in Nonprofit Cloud. How should the organization accomplish this goal?

- A. Create new picklist values for the Role field on the Person Account object.
- **B. Create a new Party Role Relationship that has the Relationship Object Name field set to Contact Contact Relationship.**
- C. Create a new Party Role Relationship that has the Relationship Object Name field set to Account Account Relationship.

Answer: B

Explanation:

In Nonprofit Cloud (NPC), individual constituents (like students and mentors) are modeled as Person Accounts. To track relationships between these individuals, Salesforce utilizes the Party Relationship Model

. When a consultant needs to define a new type of connection-such as "Mentor" to "Student"-they must configure the Party Role Relationship object. This object defines the metadata for how two parties interact.

Step-by-Step Configuration:

- * Navigate to Party Role Relationships: The consultant creates a new record in this object.
- * Define Roles: You specify the roles involved, such as "Mentor" and "Mentee."
- * Select the Relationship Object: This is the most critical step. Since the relationship is between two individual people (modeled as Person Accounts), the consultant must set the Relationship Object Name field to Contact Contact Relationship.
- * Note: Even though the records are technically Person Accounts, NPC uses the ContactContactRelation object for person-to-person ties.
- * Inverse Relationships: The consultant also defines the inverse role (e.g., if Person A is the Mentor of Person B, then Person B is the Mentee of Person A) to ensure the relationship is visible and logical from both records.

Why Option B is incorrect: Account Account Relationship is used for connections between two Business Accounts (e.g., a "Parent Company" and its "Subsidiary") or between a Person Account and a Business Account (e.g., an "Employee" and their "Employer"). For a mentor-student program where both parties are individual people, Contact Contact Relationship is the architecturally correct choice for the Party Role Relationship configuration.

NEW QUESTION # 123

A nonprofit organization is evaluating Nonprofit Cloud. The organization has common focus areas, which are used to track programs, individuals, and grants to organize data across departments. Which Nonprofit Cloud feature can the organization use to organize the data in the same manner?

- A. Compliant Data Sharing
- **B. Interest Tags**
- C. Data Pipelines

Answer: B

Explanation:

To organize data across different departments and objects using "focus areas" (e.g., "Youth Literacy," "Veterans Affairs," or "Sustainability"), a consultant should implement Interest Tags.

Interest Tags (built on the Salesforce Industry's Tagging framework) provide a flexible, "horizontal" way to categorize records regardless of their object type.

How to Implement Focus Areas with Interest Tags:

- * Define Tag Categories: The consultant creates a Tag Category called "Focus Areas."

- * Create Tags: Within that category, the consultant creates individual Interest Tags (e.g., "Environment," "Health," "Education").

- * Cross-Object Application: Unlike a standard picklist which is tied to one object, Interest Tags can be added to almost any object in the Nonprofit Cloud. A consultant adds the "Interest Tags" component to:

- * Programs: To show the focus of the service.

- * Person Accounts: To show the interests of a donor or participant.

- * Individual Applications: To show the focus of a grant request.

- * Unified Reporting: Because all these records share the same tags, the organization can easily run a report to see "Everything related to Youth Literacy"-including the donors interested in it, the programs delivering it, and the grants funding it.

Why other options are incorrect:

- * Data Pipelines (Option A): This is a tool for high-volume data transformation and aggregation, not for qualitative categorization.

- * Compliant Data Sharing (Option C): This is a security feature for record-level visibility, not a data organization or tagging tool.

Interest Tags are the architecturally correct choice for cross-departmental

"Focus Area" tracking.

NEW QUESTION # 124

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