

NP-Con-102 Latest Cram Materials - Reliable NP-Con-102 Dumps Questions

SAP C-TS410-2020 Exam Description:

The "SAP Certified Application Associate - Business Process Integration with SAP S/4HANA" certification exam verifies that the candidate has the core knowledge about business processes and their integration in SAP S/4HANA 2020. This certification exam is recommended as an entry-level qualification to allow consultants and application users to get acquainted with SAP S/4HANA reports and business process data structures.

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SAP Certified Application Associate - Business Process Integration with SAP S/4HANA 2020 Sample Questions (Q15-Q20):

NEW QUESTION # 15

Which of the following are Management Accounting organizational levels? There are TWO correct answers. (Choose two.)

- A. Operating concern
- B. Controlling area
- C. Company code
- D. Segment

Answers: A,B

NEW QUESTION # 16

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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q15-Q20):

NEW QUESTION # 15

A nonprofit organization plans to use Program and Case Management to track its substance abuse services.

When the Case Managers log in, they cannot see any of the Program and Benefit records that have been set up. What should the organization do to resolve the issue?

- **A. Assign the Advanced Program Management permission set to the users.**
- B. Mark all the Program and Benefit records as Active.
- C. Assign the Outcome Management permission set to the users.

Answer: A

Explanation:

In Nonprofit Cloud, access to core functionality is governed by specific industry-aligned permission sets. If Case Managers are unable to see Program and Benefit records, it is typically a matter of missing object-level and feature-level permissions.

The Advanced Program Management permission set is a critical requirement for users who need to interact with the full program lifecycle.

Permissions included in Advanced Program Management:

* Object Access: It grants Read, Create, Edit, and Delete access (depending on the specific assignment) to the Program, Benefit, Benefit Type, and Benefit Schedule objects.

* Functional Access: It allows users to manage Program Enrollments and track Benefit Disbursements

* Visibility: Without this permission set (or a Permission Set Group containing it), the objects remain hidden from the user's navigation bar and global search, even if the records are marked as "Active." Step-by-Step Resolution:

* The Admin should navigate to Setup > Users.

* Select the Case Manager users.

* Click Permission Set Assignments > Edit Assignments.

* Add Advanced Program Management to the assigned list.

* Note: If the organization wants to limit Case Managers to "Read-Only," they would use this permission set in conjunction with a Muting Permission Set within a Permission Set Group.

Why other options are incorrect:

* Outcome Management (Option A): This grants access to impact tracking (Outcomes, Indicator Definitions) but does not provide the primary access to the Program and Benefit service delivery objects.

* Status Marking (Option C): While a record should be active for operational use, "Active" status on a record does not override Salesforce security. If the user doesn't have object-level permissions via a permission set, they cannot see the record regardless of its status.

NEW QUESTION # 16

A Nonprofit Cloud Administrator enables Automatic Person Account Mailing Address Synchronization.

Which object's related list should be added to Person Account record pages to see additional addresses?

- A. Address
- B. Location
- **C. Contact Point Address**

Answer: C

Explanation:

The Nonprofit Cloud has adopted the standard Salesforce Information Model for address management. In this model, the "Mailing Address" fields on the Person Account are merely a simplified view of a more robust underlying record.

When Automatic Person Account Mailing Address Synchronization is enabled, the system looks for the Contact Point Address (CPA) record marked as Is Primary and mirrors its values onto the Account header.

Managing Multiple Addresses:

* Contact Point Address Object: This is the "source of truth" for all locations associated with a person.

* The Related List: To manage a donor who has a "Home," "Office," and "Summer House" address, the consultant must add the Contact Point Addresses related list to the Person Account page layout.

* Adding Records: From this related list, users can create new addresses, specify the Address Type, and set Seasonal Dates.

* Synchronization: If a user changes the "Primary" flag from the Home CPA record to the Office CPA record, the synchronization

feature will automatically update the Account's standard mailing fields to reflect the Office information.

Why other options are incorrect:

* Location (Option A): This object is part of Field Service or Facilities Management and is used for physical sites/buildings, not for constituent mailing addresses.

* Address (Option C): While there is a generic "Address" object, NPC specifically utilizes the Contact Point Address record, which is part of the "Contact Point" family of objects (alongside Email and Phone) used for communication preferences.

NEW QUESTION # 17

The admin at a nonprofit wants to delegate authority to two specific users to process gift entries. Which three permissions should the consultant add to a permission set so the users can perform this work with only the necessary level of access? (Choose 3)

- A. Grant create, edit, and delete access to all required objects and fields.
- B. Grant the View All Data permission.
- C. Grant visibility to the Gift Entry tab.
- D. Grant create and edit access to all required objects and fields.
- E. Grant access to BOI_BatchOverride and BOI_DataImport Visualforce pages.

Answer: C,D,E

Explanation:

When delegating access to Gift Entry in NPSP, a consultant must follow the "Principle of Least Privilege." This means granting enough access to do the job without exposing the entire system.

Three Essential Permissions:

* Object and Field Access (B): Users must be able to Create and Edit the records involved in the gift entry process. This includes the NPSP Data Import (the staging object), Accounts, Contacts, Opportunities, and GAU Allocations. Note that Delete (Option E) is usually not a "necessary level of access" for a standard entry clerk; they only need to enter and modify records.

* Tab Visibility (C): A user cannot use a feature if they cannot find it. The Gift Entry tab must be set to "Default On" or "Visible" within the permission set so the users can access the interface.

* Visualforce Page Access (D): NPSP Gift Entry is built using a custom interface. To run this interface, the user's profile or permission set must explicitly have access to the underlying Visualforce pages that power the tool, specifically those related to the Batch Object Importer (BOI). Without access to BOI_BatchOverride and BOI_DataImport, the user will see an "insufficient privileges" error when they try to open the Gift Entry tool.

Option A is incorrect because View All Data is a powerful administrative permission that bypasses all security and is never appropriate for a standard data entry role.

NEW QUESTION # 18

Which app included in Nonprofit Cloud for Fundraising is designed specifically for mass-market fundraising and campaign management processes?

- A. Donor Engagement
- B. Fundraising Strategy
- C. Philanthropy & Partnerships

Answer: A

Explanation:

Salesforce Nonprofit Cloud for Fundraising is organized into several distinct Lightning Apps, each tailored to a specific fundraising persona or business process. For consultants, understanding which app supports which business function is essential for user enablement.

* Donor Engagement: This app is the hub for mass-market fundraising. It is designed for team members who manage large-scale outreach, direct mail, digital campaigns, and high-volume donor acquisition. It includes features for Campaign Management, Source Codes, and segmenting large lists of donors for automated outreach. This app focuses on "one-to-many" relationships where the goal is efficiency and broad engagement.

* Philanthropy & Partnerships: In contrast, this app is designed for "high-touch" or major gift fundraising. It focuses on "one-to-one" relationship management, tracking major donors, foundation partners, and corporate sponsors. It highlights tools like the Donor Profile, Wealth Screening data, and moves management stages.

* Fundraising Strategy: This app (and its associated dashboards) is intended for leadership and data analysts. It provides high-level insights into fundraising performance, RFM (Recency, Frequency, Monetary) scoring trends, and overall revenue health, rather than day-to-day campaign execution.

By assigning the Donor Engagement app to the marketing and direct response teams, a consultant ensures they have immediate access to the Campaigns, Outreach Source Codes, and segments they need to run mass-market appeals effectively without being distracted by the specialized major gift tools found in the Philanthropy app.

NEW QUESTION # 19

A nonprofit organization is evaluating Nonprofit Cloud. Where can the organization see whether they qualify for nonprofit pricing and benefits from Salesforce?

- A. The Power of Us Program pages
- B. Trailhead Academy
- C. The Salesforce Commons Program pages

Answer: A

Explanation:

For any organization beginning its journey with Salesforce, the first critical step in the Nonprofit Implementation Strategy is determining eligibility for discounted or donated technology. Salesforce consolidates these benefits under a specific initiative known as the Power of Us Program.1 The Power of Us Program pages serve as the primary portal for organizations to understand the specific legal and tax requirements needed to access the Nonprofit Cloud. According to Salesforce documentation, this program typically offers eligible nonprofits ten donated Enterprise Edition subscriptions and significant discounts on additional products, including the new Nonprofit Cloud (NPC) industry solution.2 Step-by-Step Qualification and Evaluation Process:

* Reviewing Eligibility: A consultant should direct the organization to the Power of Us portal to review the regional criteria. In the U.S., this usually requires 501(c)(3) status, while international organizations must provide equivalent tax-exempt documentation (such as an IRS Determination Letter or a Charity Commission record).3

* Trial and Application: Organizations are encouraged to start a 30-day Nonprofit Cloud trial.4 During this period, they log into the Power of Us portal using their Trailblazer ID to submit their formal application.5

* Verification: Salesforce's dedicated team reviews the uploaded documentation to verify that the organization's mission aligns with the program's philanthropic goals.

* License Provisioning: Once approved, the organization can view their specific "Power of Us" offers, including the "P10" (10 donated licenses) bundle.6 It is important to note that while Trailhead Academy offers learning paths and Salesforce Commons focuses on community-led open-source contributions, neither handles the financial or legal qualification for licensing. The Power of Us Program is the official "front door" for the business and legal relationship between a nonprofit and Salesforce.

NEW QUESTION # 20

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