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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

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

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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q77-Q82):

NEW QUESTION # 77

A consultant is tasked with implementing NPSP for a UK-based nonprofit. One of their requirements is to localize the US-focused labels of some NPSP fields, such as replacing all references to Organization with Organisation. What should the consultant do to meet the requirement?

- **A. Override the default English labels in Translation Workbench.**
- B. Activate English (UK) in Language Settings.
- C. Reword the field label in Setup.
- D. Create a support case to change the label.

Answer: A

Explanation:

NPSP is a Managed Package. In Salesforce, you cannot simply go into Setup and change the labels of fields that are part of a managed package because those fields are "locked" to protect the package's integrity and ability to receive updates.

The Solution: Translation Workbench:

* Overriding Labels: To change "Organization" to "Organisation" (the UK spelling), the consultant must use the Translation Workbench. Even though both are English, Salesforce treats English (UK) and English (US) as different locales.

* Override Feature: Within the Translation Workbench, there is an "Override" section specifically for managed packages. The consultant selects the Nonprofit Success Pack package, chooses the object (e.g., Account or GAU), and then enters the "New Label" for the specific field.

* Global Impact: This change is reflected across the entire user interface, including reports, list views, and page layouts, without actually modifying the underlying code of the managed package.

Why other options are incorrect:

* Reword in Setup (Option A): This works for custom fields you created, but it is blocked for fields starting with the npsp__ prefix.

* Language Settings (Option B): Activating English (UK) will change standard Salesforce labels (like

"Zip Code" to "Postcode"), but it does not automatically "UK-ize" the custom labels defined inside the NPSP managed package.

* Support Case (Option C): Salesforce support does not perform UI label customization for individual customers.

NEW QUESTION # 78

A nonprofit organization wants to customize the Gift Entry process in Nonprofit Cloud. Which features can be cloned and used in place of the standard version?

- A. Fundraising Lightning Web Components
- **B. Fundraising Flows**
- C. Fundraising Invocable Actions

Answer: B

Explanation:

The Gift Entry process in Nonprofit Cloud is designed to be flexible and extensible. Salesforce provides a set of standard Screen Flows that handle the user interface and logic for entering single gifts or batches of gifts.

For a consultant, the primary way to customize the "user experience" of gift entry without writing custom code is to leverage Salesforce Flow.

Customization Steps:

* Locate Standard Flows: The consultant goes to Setup > Flows and finds the standard templates provided for Fundraising (e.g., the flow that powers the "New Gift" button).

* Clone the Flow: Because standard flows provided by Salesforce are often protected or intended to be templates, the consultant clones the flow to create a "Save As" version.

* Modify Logic and Fields: In the cloned flow, the consultant can add custom validation logic, remove unnecessary fields to simplify the UI for data entry clerks, or add a specific step to capture "Custom Metadata" unique to the organization's needs.

* Activate and Override: Once the custom flow is active, the consultant updates the Action Buttons or Lightning Pages to point to

the new custom flow instead of the standard one.

Why other options are incorrect:

- * Invocable Actions (Option A): These are modular pieces of Apex code that perform specific tasks (like "Calculate Tax"). While they can be used inside a flow, they cannot be "cloned" in the same way a flow can; they are fixed logic provided by the system.
- * Lightning Web Components (Option C): While LWCs can be custom-built, the standard NPC components (like the Gift Entry table) are managed by Salesforce and are not "clonable" by a consultant in the Setup menu. Cloned Flows provide the highest degree of declarative customization for the gift entry workflow.

NEW QUESTION # 79

A nonprofit organization wants to track participants who attend drop-in programs. Which Nonprofit Cloud feature should the organization use?

- A. Anonymous Benefit Disbursements
- B. Benefit Schedule Assignments
- C. Ad Hoc Benefit Disbursements

Answer: C

Explanation:

In Nonprofit Cloud's Program Management module, tracking how services are delivered to constituents is handled through Benefit Disbursements. When dealing with "drop-in" programs-where participants may arrive without a prior appointment or a recurring schedule-the system uses Ad Hoc Benefit Disbursements.

Step-by-Step implementation for Drop-in Programs:

* Identify the Benefit: The consultant first ensures a Benefit record exists (e.g., "Daily Hot Meal" or "Walk-in Counseling").

* Bulk Logging: For drop-in scenarios, the organization typically uses the New Ad Hoc Bulk Disbursement tool. This allows a staff member to select multiple individuals who showed up that day and record the benefit delivery in a single action.

* Walk-in Processing: Within the Ad Hoc tool, there is a specific "Walk-in" functionality. When a staff member records a benefit for someone who isn't yet enrolled in the program, the system can automatically create the Program Enrollment, Benefit Assignment, and the Benefit Disbursement simultaneously. This is the hallmark of a "drop-in" workflow, as it reduces the administrative burden of manually creating three separate records for every new visitor.

Why other options are incorrect:

* Anonymous Benefit Disbursements (Option A): This is used only when the organization wants to track the quantity of benefits given (e.g., 50 coats distributed) but does not record who received them.

The question specifically mentions tracking "participants," implying that their identities should be recorded.

* Benefit Schedule Assignments (Option B): This is intended for structured, recurring sessions where you know who is coming in advance (e.g., a 10-week GED course). Drop-in programs by definition lack a rigid pre-assigned schedule for specific participants. Using Ad Hoc Benefit Disbursements ensures that the organization maintains a complete history of every interaction a participant has with their programs, which is vital for calculating the "Total Units Delivered" and evaluating the individual's progress over time.

NEW QUESTION # 80

A consultant is assisting a nonprofit in its data integration and mapping between two systems. The consultant is unsure when a particular field was added to NPSP. Where can the consultant find the NPSP version number for the field in question?

- A. Schema Builder
- B. NPSP Data Dictionary
- C. Custom field definition detail
- D. NPSP package details

Answer: B

Explanation:

When performing complex integrations or troubleshooting why a field is missing in an older sandbox, a consultant needs a reliable reference for the NPSP metadata.

The NPSP Data Dictionary:

* Historical Reference: The NPSP Data Dictionary is an official Salesforce resource (usually provided as a spreadsheet or a dedicated help article). It lists every object and field included in the managed package.

* Version Tracking: Crucially, the Data Dictionary includes a column for "Introduced In" or "Package Version." This tells the consultant exactly which release of NPSP (e.g., 3.154) first included that specific field.

* Object Mapping: It also provides the API names, descriptions, and help text for all NPSP-specific fields, making it the primary "source of truth" for mapping projects.

Why other options are incorrect:

* Custom Field Definition (Option C): In the Salesforce Setup menu, the field detail page will show the

"Installed Package" (Nonprofit Success Pack), but it does not tell you which version of that package introduced the field.

* NPSP Package Details (Option A): This shows you the current version installed in the org, but not the historical release version for individual fields.

* Schema Builder (Option D): This is a visual tool for seeing relationships between objects; it contains no versioning or historical metadata.

NEW QUESTION # 81

A nonprofit wants to send an event cancellation notice to 150 Salesforce contacts without a separate email service provider. It wants to manage bounces, resend the notice as needed, and view the send history on the Contact record. Which option should a consultant recommend to meet the requirements?

- A. Email-to-Case
- B. Account Engagement
- C. Elevate
- D. Send List Email

Answer: D

Explanation:

For a small volume of contacts (150) and a simple one-off requirement like an event cancellation, standard Salesforce functionality is the most cost-effective and efficient choice. Send List Email is a native Lightning Experience feature that meets all the organization's criteria without the complexity of a third-party marketing tool.

How Send List Email Meets the Requirements:

* Direct Send: Users can select up to 2,000 contacts from a list view or a campaign and click Send List Email. This uses Salesforce's internal mail servers (or the organization's connected Office 365/Gmail account).

* Send History: Every list email sent is automatically recorded in the Activity History (specifically the "HTML Email Status" or "Emails" related list) on the Contact record. This satisfies the requirement to "view the send history."

* Manage Bounces: Salesforce has a native "Email Bounce Management" feature. If an email address is invalid, a warning icon appears next to the email address on the Contact record, and the staff can see the "Bounce Reason."

* Resending: Because the send history is logged as an activity, staff can easily identify who didn't receive the message and trigger a follow-up email manually or by creating a filtered list of "bounced" contacts.

Why other options are incorrect:

* Elevate (Option A): This is a payment processing platform for fundraising and has no native bulk email capabilities for event management.

* Email-to-Case (Option B): This is a support tool for receiving incoming emails and turning them into tickets; it is not for proactive event outreach.

* Account Engagement (Option D): Formerly known as Pardot, this is a robust marketing automation platform. While it could do this, it is considered "overkill" for a one-off 150-person email and requires a separate, significant license and technical setup.

NEW QUESTION # 82

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