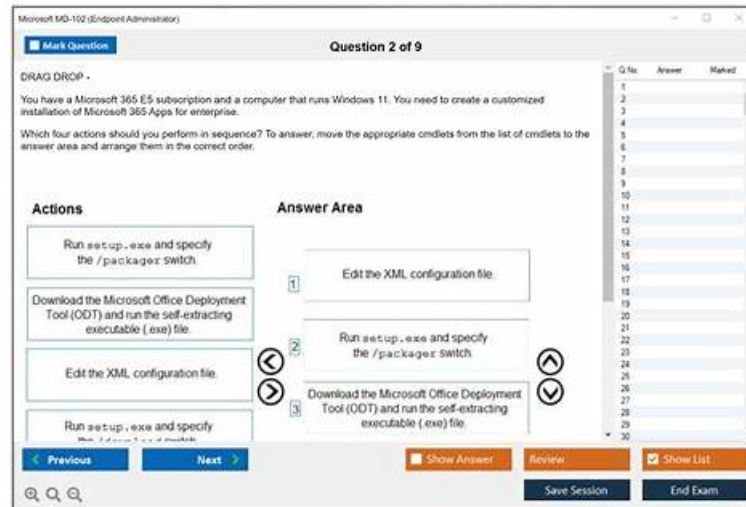# Practice NP-Con-102 Exam Online, Advanced NP-Con-102 Testing Engine

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Salesforce Certified Nonprofit Cloud Consultant (NPC) Sample Questions (Q72-Q77):

NEW QUESTION # 72
A nonprofit organization has received 50 donations from a peer-to-peer fundraising event. When entering the donations, the organization wants to ensure that both the team organizer and the donor get equal attribution for each donation, so the organization can send them acknowledgements later. How should the donation attributions be entered in Nonprofit Cloud?

- A. Create an Opportunity Contact Role for the donor and create a Gift Tribute for the team organizer.
- B. Enter the donor donation total in the Donor Cover Amount on the Gift Transaction and create a Gift Transaction Designation for the event.
- C. Create a Gift Soft Credit for the team organizer and attribute the Gift Transaction to Donor.

Answer: C

Explanation:
In Nonprofit Cloud for Fundraising, correctly attributing "Hard Credit" and "Soft Credit" is essential for accurate financial reporting and donor stewardship.
In a peer-to-peer (P2P) scenario, the person who actually gave the money is the Donor. They receive the legal "Hard Credit" for tax purposes. The Team Organizer (the solicitor) is the influencer who motivated the gift.
They receive the "Soft Credit" for recognition purposes.
Step-by-Step Entry Process:
* Create the Gift Transaction: The consultant (or the automated P2P integration) creates a Gift Transaction record. The Donor field is populated with the Person Account of the individual who made the payment. This is the Hard Credit.
* Assign the Soft Credit: To recognize the team organizer, a Gift Soft Credit record is created and linked to that specific Gift Transaction.
* The Soft Credit Recipient is the Team Organizer's Person Account.
* The Role is set to "Solicitor" or "P2P Organizer."
* Automation: When these gifts are entered in bulk, the consultant can use a Gift Batch where a default "Soft Credit" can be applied to all transactions in the batch if they all belong to the same organizer.
* Acknowledgement: By having both names linked to the transaction-one as the primary donor and one as a soft credit recipient-the organization can run two separate acknowledgment runs. One generates a "Tax Receipt" for the donor, and the other generates a "Thank You/Influence Alert" for the organizer.
Why other options are incorrect:
* Option A: "Donor Cover Amount" is used for tracking when a donor pays for the credit card processing fees, not for attribution to a third party.
* Option B: Gift Tribute is for "In Memory Of" or "In Honor Of" designations, which are purely sentimental and do not represent the solicitation influence of a peer-to-peer organizer. Gift Soft Credit is the standard NPC object for this business requirement.

NEW QUESTION # 73
A nonprofit enters donation data both into Salesforce and an external accounting system to reconcile financial support. This process is time-consuming. What should the consultant recommend to reduce manual data entry and improve efficiency?

- A. NPSP Data Importer Templates
- B. Data Import Wizard
- C. Advanced Mapping
- D. Accounting Subledger

Answer: D

Explanation:
The primary pain point described is the "double entry" of financial data between a CRM (Salesforce) and an external General Ledger (GL) or accounting system. To resolve this, Salesforce developed Accounting Subledger.
Accounting Subledger acts as the translator between fundraising language and accounting language. It automatically generates Ledger Entry records based on donation data (Opportunities and Payments) in Salesforce. These ledger entries are formatted to align with standard accounting principles (Debits and Credits) and can be easily exported in a format that the external accounting system can ingest.
Step-by-Step Efficiency Gains:
* Automation: Instead of a staff member manually typing data into a second system, Accounting Subledger identifies "Closed/Won" gifts and creates the corresponding accounting records in the background.
* Accuracy: It eliminates human error associated with manual entry, ensuring that the total "Revenue" in Salesforce matches the "Income" in the accounting software.
* Transparency: Because the ledger entries are linked directly to the original Opportunity in Salesforce, the finance team and the development team can reconcile records using a shared "source of truth."
* Audit Trail: It maintains a permanent record of when data was "finalized" for accounting purposes, which is essential for annual audits.
By implementing Accounting Subledger, the consultant moves the nonprofit from a manual reconciliation process to an automated "subledger" model, significantly reducing administrative overhead and allowing staff to focus on mission-driven tasks rather than data entry.

NEW QUESTION # 74
A nonprofit organization needs to report outcomes for each of its programs. The organization just finished defining and creating records for each of its Outcomes in Nonprofit Cloud. The organization wants to link the Outcome objects to its Programs and

Benefits to see how they are doing. What should the organization use?

- A. Indicator Performance Period records with the Baseline Value field
- B. Outcome Activity records with the Type field
- C. Indicator Definition records and Indicator Result records

Answer: B

Explanation:
In Outcome Management, the Outcome record represents the "what" (the ultimate change desired).
However, an Outcome on its own is just a statement of intent. To make it operational, it must be connected to the "how"-the actual work being done.
The Outcome Activity object is the specific junction record used to create this connection. When a consultant configures Outcome Management, they use Outcome Activities to link an Outcome to a Program, a Goal, or a specific Benefit.
Step-by-Step Linking Process:
* Define the Outcome: Create the high-level goal (e.g., "Increased Food Security").
* Create the Outcome Activity: On the Outcome record, navigate to the related list for Outcome Activities.
* Set the Type and Link: Select the Type (e.g., "Program" or "Benefit") and then look up the specific record (e.g., the "Community Gardening Program").
* Contextual Reporting: By creating these links, the system can now surface how many participants in that specific program are successfully achieving the linked outcome.
Why other options are incorrect:
* Indicator Definitions (Option A) are used to define how you measure progress (the metric), but they do not define the structural link between the Outcome and the Program itself; that logic is held in the Outcome Activity.
* Indicator Performance Periods (Option B) define the when (the timeframe) for measurement but are not used to establish the initial relationship between the Program and the Outcome.
Using Outcome Activities allows for a "many-to-many" relationship structure where one Program can contribute to multiple Outcomes, and one Outcome can be supported by several different Programs or Benefits.

NEW QUESTION # 75
A Nonprofit Cloud organization has Automatic Person Account Mailing Address Synchronization enabled. A staff member removes the Is Primary flag from a linked address. What occurs to the address?

- A. The address is archived automatically and the end date is set.
- B. The address is removed from the Person Account Mailing Address field.
- C. The address is marked Inactive.

Answer: B

Explanation:
Automatic Person Account Mailing Address Synchronization is a powerful feature in Nonprofit Cloud that ensures the standard mailing address fields on the Person Account stay perfectly in sync with the Contact Point Address related records.
In this model, the Person Account's "Mailing Address" fields (Street, City, State, etc.) are essentially a
"mirrored reflection" of whichever Contact Point Address record is marked as Is Primary.
The Synchronization Logic:
* Setting a Primary: When a user checks the IsPrimary box on a Contact Point Address, the system automatically copies that data into the Person Account's standard mailing fields.
* Removing the Flag: If a staff member unchecks the IsPrimary flag, the "bridge" between that specific address record and the Account fields is broken. Because there is no longer a designated primary address for that account, Salesforce clears the standard Mailing Address fields on the Person Account to prevent outdated or incorrect information from remaining in the primary display.
* Data Retention: It is important to note that the Contact Point Address record itself is not deleted or archived. It remains in the related list; it simply loses its "Primary" status and is no longer pushed to the main Account header.
Why other options are incorrect:
* Option A and C: The system does not automatically set an end date or mark the record as "Inactive" simply because the primary flag was removed. The record remains "Active" but secondary. It is up to the user to manually mark it as inactive or undeliverable if that is the case.
For a consultant, this behavior is a critical consideration for data hygiene. If an organization requires that every donor always has a mailing address, the consultant must ensure users understand that unchecking IsPrimary will leave the main Account record with a blank address until a new primary is selected.

NEW QUESTION # 76

A nonprofit organization provides funding to partners that work directly with the community to provide one- on-one nutritional counseling. The organization wants to make a dynamic, multi-section application that applicants can fill out on their Experience Cloud site to request funding. The organization plans to use the Form Overview and Form Review components included in the Grantmaking Experience Cloud template.
What should the organization do?

- A. Create a grantmaking application form on the Individual Application object by using Dynamic Assessments and Discovery Framework.
- B. Create a Field Set and use Dynamic Forms on the Individual Application object to create sections for information.
- C. Create a grantmaking application form on the Individual Application object by using Form Framework.

Answer: A

Explanation:
To create a sophisticated, multi-section grant application in Nonprofit Cloud for Grantmaking, Salesforce leverages the Discovery Framework and Dynamic Assessments. This combination allows a consultant to build an interactive digital experience that goes far beyond simple data entry.
Step-by-Step Application Build:
* Discovery Framework: The consultant starts by creating the individual "Questions" in the Discovery Framework. Each question (e.g., "Number of individuals served" or "Geographic focus") is a reusable record.
* Assessment Definition: These questions are then organized into an Assessment Task or Assessment Definition.
* OmniScript Design: Using OmniStudio, the consultant builds an OmniScript that serves as the
"Dynamic Assessment" engine. This is where the multi-section logic is defined. For example, a
"Counseling Details" section might only appear if the applicant selects "One-on-one Counseling" as their service type.
* Mapping: Using DataRaptors, the data entered into the form is mapped directly to the Individual Application object and its related records (like Budget or Contact Profile).
* Experience Cloud Integration: Finally, the consultant places the Assessment component on the Grantmaking portal. The Form Overview and Form Review components (part of the Grantmaking template) work specifically with this Discovery Framework/OmniScript data to show the applicant their progress and allow them to review their answers before a final submission.
Why other options are incorrect:
* Option A: "Form Framework" is not a standard, named feature in NPC; the required technology is Discovery Framework.
* Option B: While Dynamic Forms (and Field Sets) work for internal record pages, they do not support the complex multi-step, branching logic or the specialized "Overview/Review" components required for a public-facing Grantmaking portal application. Using Discovery Framework is the architecturally correct way to provide a professional and compliant grant seeking experience.

NEW QUESTION # 77

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