

# NP-Con-102最新受験攻略 & NP-Con-102関連日本語版問題集



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>> NP-Con-102最新受験攻略 <<

## NP-Con-102関連日本語版問題集 & NP-Con-102問題トレーニング

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## Salesforce Certified Nonprofit Cloud Consultant (NPC) 認定 NP-Con-102 試験問題 (Q104-Q109):

### 質問 # 104

A nonprofit needs more insight into why some corporate sponsorships are closing and why others are lost. They want to evaluate information including pipeline value, number of opportunities, Pardot score, win/lost percentage, stage value, and a table of opportunities. The system admin wants to deploy a solution quickly. Which solution should a consultant recommend?

- A. B2B Marketing Analytics
- **B. Salesforce Reports**
- C. Insights Platform Data Integrity
- D. NPSP Advanced Mapping

正解: B

解説:

When a nonprofit requires immediate visibility into their opportunity pipeline and win/loss metrics, the most efficient and "quick to

deploy" solution is Salesforce Reports and Dashboards.

Why Salesforce Reports is the best fit:

- \* Standard Functionality: Reports are a native part of the Salesforce platform. There is no additional software to install or license to procure.
- \* Cross-Object Reporting: Salesforce allows for "Opportunities with Pardot (Account Engagement)" report types. This allows the consultant to pull in the Pardot Score alongside standard Opportunity fields like Stage, Amount, and Probability.
- \* Visual Analytics: Using a Dashboard, the consultant can create a "Corporate Sponsorship Pipeline" view. They can include:
- \* Funnel Charts: For pipeline value by stage.
- \* Summary Tables: To list the specific opportunities.
- \* Gauge Charts: For the win/loss percentage.
- \* Speed of Deployment: A consultant can build a comprehensive dashboard meeting all these requirements in a matter of hours, whereas B2B Marketing Analytics (Option B) requires a complex setup process involving the "Analytics Studio," data syncs, and specialized licenses.

Why other options are incorrect:

- \* Advanced Mapping (Option A): This is a data import tool, not an analytics or reporting tool.
  - \* Insights Platform (Option D): This is used for data cleansing and duplicate management, not for pipeline performance analysis.
- By leveraging standard reports, the nonprofit gets the "insight" they need immediately using the data already sitting in their NPSP instance.

### 質問 # 105

A nonprofit has engaged a consultant to help export detailed accounting transactions to its existing external financial system using Accounting Subledger Starter Edition. The nonprofit requires export of all pledges when they are booked. Which solution should the consultant recommend?

- A. Set "Pledged" stage to "Committed" in Stage to State Mapping.
- B. Use Flow to create Ledger Entries on Opportunity update.
- C. Upgrade to Accounting Subledger Growth Edition.
- D. Set "Pledged" stage to "Finalized" in Stage to State Mapping.

正解: A

解説:

Accounting Subledger (ASL) is designed to bridge the gap between Fundraising (Salesforce) and Finance (General Ledger). It uses a "Stage to State" mapping to determine when a fundraising record is ready to be processed as an accounting transaction.

In the Starter Edition of ASL, the system looks for specific "States" to trigger record creation:

- \* Committed: This state indicates that a donor has made a formal promise to give (a Pledge), but the cash has not necessarily been received yet. In accounting terms, this creates an Accounts Receivable entry.
- \* Finalized: This state usually indicates that the cash has been received and the transaction is closed.

The Solution for Pledges:

To meet the requirement of exporting pledges "when they are booked," the consultant must map the organization's "Pledged" Opportunity stage to the Committed Accounting State.

Step-by-Step Configuration:

- \* Navigate to Accounting Subledger Settings.
- \* Go to Stage to State Mapping.
- \* Locate the Pledged stage (or whatever custom stage the nonprofit uses for booked pledges).
- \* Map this stage to Committed.
- \* Save the settings and run the subledger job.

Once this mapping is in place, as soon as an Opportunity is moved to the "Pledged" stage, ASL will generate Ledger Entries that reflect the revenue as "Committed." These entries can then be exported to the external financial system to record the expected income on the organization's books.

### 質問 # 106

A consultant is preparing records for an annual grantmaking competition. The Program and Budget for each have been created. The consultant has a list of four Budget Categories that must be added to the Budget and displayed in a specific order. What should the consultant do to ensure that the categories are listed correctly?

- A. Add each Budget Category, and then rearrange them in the Related List.
- B. Add each Budget Category in reverse of the desired order.

- C. Include a sequence number value for each Budget Category added.

正解: C

解説:

In Nonprofit Cloud for Grantmaking, managing budgets effectively is crucial for both the grantmaker and the applicant. When setting up a Budget, the consultant uses Budget Category records to define how funds are allocated (e.g., Personnel, Travel, Supplies, Overhead).

In many grant applications, the order in which these categories appear is strictly defined by institutional policy or reporting requirements. Unlike standard Salesforce related lists, which often default to sorting by "Created Date" or "Name," the Grantmaking data model utilizes a Sequence Number to control display logic.

Step-by-Step Implementation:

- \* Define Categories: Identify the necessary categories for the grant (e.g., 1. Personnel, 2. Equipment, 3. Travel, 4. Admin).
- \* Assign Sequence Numbers: When creating the Budget Category records (or the Budget Category Value records associated with a specific budget), the consultant must populate the SequenceNumber field.
- \* Category A gets a sequence of 10.
- \* Category B gets a sequence of 20.
- \* Using increments of 10 is a best practice, as it allows for the insertion of new categories later without renumbering the entire list.
- \* Verification: Once the sequence numbers are saved, the Lightning components used in the Grantmaking portal and internal pages will automatically respect this numerical order when rendering the budget table.

This approach ensures that the budget remains consistent across the entire application lifecycle—from the initial proposal to the final disbursement tracking. Option A is incorrect because "rearranging" in a related list via the UI is not a persistent configuration that carries over to portals or documents. Option C is a "hack" that relies on default sorting which is unreliable and difficult to maintain as the record count grows. Using the standard sequence field is the architecturally sound method in NPC.

#### 質問 # 107

A nonprofit organization wants grant seekers to be able to add collaborators in Experience Cloud to help complete grant applications. What should the organization configure in Nonprofit Cloud for Grantmaking?

- A. Group Membership
- B. Compliant Data Sharing
- C. Permission sets

正解: B

解説:

In the Grantmaking lifecycle, transparency and collaboration are key, especially during the application phase. A lead applicant (grant seeker) often needs to bring in subject matter experts, accountants, or board members to help draft specific sections of a complex funding proposal.

To enable this within an Experience Cloud portal, Salesforce utilizes Compliant Data Sharing (CDS). CDS allows for granular, record-level sharing that can be managed directly by end-users (the grant seekers) rather than requiring an administrator to manually adjust sharing rules or public groups every time a collaborator is added.

Step-by-Step Configuration for the Consultant:

- \* Enable CDS: The consultant must first enable "Compliant Data Sharing" in the Setup menu for the relevant objects, such as Individual Application or Funding Award.
- \* Define Participant Roles: Roles like "Collaborator," "Reviewer," or "Signatory" are defined. Each role is assigned a specific access level (Read or Read/Edit).
- \* Add Related Lists: The consultant adds the "Participants" related list to the page layout used in the Grantmaking Portal.
- \* User Empowerment: Once configured, a grant seeker can navigate to their application in the portal, click "Add Participant," and search for other users within their organization to grant them access to that specific application.

This feature ensures that sensitive financial and program data is shared only with authorized individuals, maintaining a high level of security and "compliance" while still promoting the collaborative effort necessary for high-quality grant applications. Permission sets (Option C) provide the broad ability to use the portal, but CDS provides the specific mechanism for peer-to-peer record sharing.

#### 質問 # 108

A nonprofit organization is setting up Outcome Management in Nonprofit Cloud to track the effectiveness of its job skills training program. The overall goal of the program is to reduce unemployment among its clients.

What should the organization use to represent the goal in the Outcome Management objects?

- A. A Benefit
- B. An Indicator Result
- C. An Outcome

正解: C

解説:

In the Outcome Management framework, there is a clear distinction between the "service" provided, the "metric" used for measurement, and the "long-term change" desired.

To represent the "overall goal"-which in this case is the broad, systemic change of "reducing unemployment"

-the consultant must use the Outcome object. An Outcome is the North Star of the Impact Strategy; it defines the qualitative "Future State" the organization is working toward.

Key Components of the Outcome Strategy:

\* Outcome (The Goal): "Reduced Unemployment" or "Economic Self-Sufficiency." This is a high-level record that acts as a container for all related measurements.

\* Indicator Definition (The Metric): To see if the Outcome is being met, you need a metric, such as the "Percentage of program graduates employed within 90 days."

\* Outcome Activity: This is the link that connects the high-level Outcome to the specific Program (Job Skills Training).

\* Indicator Result (The Data): This object (Option C) holds the actual numerical values (e.g., "85%") collected during a specific timeframe. It represents the proof of the goal's achievement, not the goal itself.

\* Benefit (Option B): This represents the specific service delivered (e.g., "Resume Workshop").

Delivering a benefit is an activity that contributes to an outcome, but it is not the outcome itself.

By defining the goal as an Outcome, the consultant allows the organization to aggregate data from multiple programs and timeframes to see the cumulative impact they are having on unemployment in their community.

## 質問 # 109

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