

NP-Con-102最新対策問題 & NP-Con-102関連復習問題集



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>> NP-Con-102最新対策問題 <<

ハイパスレートのNP-Con-102最新対策問題一回合格-素敵なNP-Con-102関連復習問題集

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Salesforce Certified Nonprofit Cloud Consultant (NPC) 認定 NP-Con-102 試験問題 (Q89-Q94):

質問 # 89

For a Salesforce implementation project, what is the order of phases in a project lifecycle?

- A. Plan, Initiate, Execute, Close, Monitor and Control
- **B. Initiate, Plan, Execute, Monitor and Control, Close**
- C. Plan, Initiate, Execute, Monitor and Control, Close

正解: B

解説:

A consultant must follow a structured project management methodology to ensure a Nonprofit Cloud implementation is delivered on time and within budget. The standard lifecycle, aligned with the Project Management Institute (PMI) and Salesforce best practices, consists of five distinct phases.

* **Initiate:** This is the "Discovery" and "Alignment" phase. The consultant identifies the key stakeholders, defines the high-level project goals (the "Why"), and secures the project charter. For a nonprofit, this often involves the "Power of Us" application and licensing verification.

* **Plan:** In this phase, the consultant defines the "How." This includes gathering detailed requirements, creating the Solution Design Document (SDD), mapping the data migration strategy, and finalizing the project schedule.

* **Execute:** This is the "Build" phase. The consultant and developers configure the Nonprofit Cloud (Objects, Flows, DPE, etc.), perform data migrations, and build any necessary integrations.

* **Monitor and Control:** This phase runs concurrently with Execute. The consultant tracks progress against the plan, manages "Scope Creep," performs User Acceptance Testing (UAT), and handles quality assurance. It ensures that the project doesn't deviate from the organization's mission-critical needs.

* **Close:** The final phase involves the formal "Go-Live," end-user training, handing over documentation to the nonprofit's admin, and conducting a "Lessons Learned" session.

Why Option B and C are incorrect: You cannot "Plan" (Phase 2) effectively until you have "Initiated" (Phase 1) the project and identified who the stakeholders are and what the project charter entails. Furthermore, "Monitor and Control" must happen before you can officially "Close" the project.

質問 # 90

What is an element of a logic model or theory of change?

- A. Budget
- B. Progress
- **C. Outputs**

正解: C

解説:

In the Salesforce Nonprofit Cloud (NPC) environment, particularly when configuring Outcome Management, understanding the components of a Logic Model or Theory of Change is fundamental. These frameworks help a nonprofit map out how their internal activities lead to the social impact they desire to achieve.

A standard Logic Model consists of five core elements:

* **Inputs:** The resources invested, such as staff time, funding, or equipment.

* **Activities:** The actual programs or services provided (e.g., "Hosting a job training workshop").

* **Outputs:** These are the direct, measurable products of the activities. For example, if the activity is a workshop, the output might be "20 participants attended" or "100 hours of training delivered."

* **Outcomes:** These are the specific changes in behavior, knowledge, or status (e.g., "15 participants gained new technical skills").

* **Impact:** The long-term, systemic change (e.g., "Reduced unemployment in the local community").

When a consultant sets up Outcome Management, they translate these conceptual elements into Salesforce records. Outputs are often tracked as Indicator Results derived from Benefit Disbursements. While a

"Budget" (Option B) is a necessary operational resource (Input), it is not considered a structural element of the "logic" chain itself in the same way an Output is. "Progress" (Option C) is a state of being or a reportable metric, but it is not a defined structural component of the Theory of Change methodology. By focusing on Outputs, consultants can help organizations verify that their

activities are happening as planned, providing the necessary data foundation to eventually measure higher-level Outcomes and Impact.

質問 # 91

A nonprofit admin notices the nightly NPSP batch jobs are suddenly taking significantly longer to complete than they did a month earlier. What are two factors the consultant should tell the system admin to consider?

(Choose 2)

- A. A new node tree was added to the role hierarchy.
- B. A new customizable rollup was added in NPSP Settings.
- C. A new Flow was activated.
- D. A new standard roll-up summary field was added to an object.

正解: B、C

解説:

Nightly batch jobs in NPSP, particularly the Rollup Donors batch, process thousands or millions of records.

Any increase in the "workload" per record will result in a measurable increase in total processing time.

Two Primary Performance Factors:

* New Flows (A): Salesforce Flows (especially Record-Triggered Flows) are highly powerful but resource-intensive. If a new Flow was activated on the Opportunity or Account object, it will fire every time the NPSP batch job updates a record. If the batch job updates 100,000 Accounts, the Flow runs

100,000 times. If the Flow contains "In-Loop" queries or complex logic, it can drastically slow down the batch execution time or even cause it to hit governor limits.

* New Customizable Rollups (C): Every time you add a new Customizable Rollup in NPSP Settings, you are adding another calculation that the batch job must perform for every record. If the new rollup has complex filters (e.g., "Total Gifts from 3 years ago excluding In-Kind and Grants"), the system must query more data and perform more evaluations per record, extending the batch window.

Why other options are less likely:

* Standard Roll-up Summary (Option B): These are calculated by the Salesforce platform kernel and are generally more efficient than Apex-based rollups. While they add some overhead, they usually do not cause the "significant" slowdowns seen with custom logic or complex NPSP settings.

* Role Hierarchy (Option D): While changes to the hierarchy trigger sharing recalculations, this typically affects record visibility and sharing performance rather than the execution speed of a data- processing batch job.

質問 # 92

A nonprofit organization provides food baskets and rental assistance. The organization wants to group these benefits as goods and monetary assistance within the same program. Which Nonprofit Cloud object should the organization use to group the items?

- A. Benefit Disbursement
- B. Program Enrollment
- C. Benefit Type

正解: C

解説:

In the Nonprofit Cloud Program Management data model, the architecture is designed to handle diverse services within a single program. To categorize and report on these services effectively, the Benefit Type object is used.

Categorization Logic:

* The Program: You have a "Crisis Support Program"

* The Benefits: Within this program, you have two distinct services: "Food Basket Distribution" and "Rental Assistance Payment."

* The Grouping (Benefit Type): To group these for reporting, the consultant creates two Benefit Type records:

* Goods: Linked to the "Food Basket Distribution" benefit.

* Monetary Assistance: Linked to the "Rental Assistance Payment" benefit.

Step-by-Step Configuration:

* Create Unit of Measure: First, define how each is measured (e.g., "Quantity" for baskets and "Currency" for assistance).

* Create Benefit Type: Navigate to the Benefit Type object. Create a "Goods" type and a "Monetary" type. This object acts as the

high-level category.

* Link to Benefits: When creating the Benefit records, the consultant selects the appropriate Benefit Type.

By using Benefit Types, the nonprofit can run high-level reports across multiple programs to see, for example, "Total Monetary Assistance provided organization-wide" vs. "Total Goods distributed." Why other options are incorrect:

* Benefit Disbursement (Option A): This is the record of an individual instance of a service being given to a person (e.g., "John Doe received 1 basket on Dec 21st"). It is not a grouping or categorization object.

* Program Enrollment (Option B): This links a specific Person Account to a Program. It tracks who is in the program, not how the different services within the program are categorized.

質問 # 93

Which two objects in the Program Management Module are directly connected to objects in Nonprofit Cloud Case Management?

Choose 2 answers

- A. Service Delivery
- B. Program
- C. Client Alert
- D. Case

正解: A、B

解説:

The relationship between the Program Management Module (PMM) and Nonprofit Cloud Case Management (NCCM) is one of "broad service tracking" meeting "individualized care." While PMM provides the framework for what services an organization offers, NCCM provides the specific tools for caseworkers to manage a participant's journey.

Two objects serve as the primary "connectors" between these two modules:

* Program (C): In PMM, the Program object defines the high-level initiative (e.g., "Housing First"). In Case Management, the Case Plan is often directly linked to a Program. When a caseworker creates a Case Plan for a client, they select the Program that the plan supports. This ensures that the individual's goals and action items are contextualized within the organization's broader mission.

* Service Delivery (A): This is the functional link. PMM uses Service Deliveries to track when a service was provided. In NCCM, when a caseworker fulfills an Action Item that involves providing a specific service (like a "Counseling Session"), the system can automatically generate a Service Delivery record.

This allows the organization to see how specific case-managed activities contribute to overall program outputs.

Why other options are incorrect:

* Case (Option B): While NCCM uses the standard Salesforce Case object, it is a base platform object.

The specific PMM objects are designed to link to the program-centric logic, not just the generic case container.

* Client Alert (Option D): This is a specific feature of Case Management used to flag sensitive information (e.g., "Allergy" or "Safety Risk") on a contact record, but it does not have a direct architectural relationship with the PMM objects like Programs or Service Deliveries do.

質問 # 94

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