

高品質のSalesforce NP-Con-102「Salesforce Certified Nonprofit Cloud Consultant (NPC)」問題集



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Salesforce品質の点では、NP-Con-102のSalesforce Certified Nonprofit Cloud Consultant (NPC)練習エンジンは手頃な価格で持続不可能です。近年、あらゆる業界のコストが常に増加していますが、NP-Con-102学習教材は低レベルのままです。それは、私たちの会社が私たちの日常業務を導く顧客志向の信条を見ているからです。富や名声の達成は、NP-Con-102練習エンジンのSalesforce Certified Nonprofit Cloud Consultant (NPC)効率と専門性についての刺激的なフィードバックよりも重要です。だから、私たちTech4Examの練習教材はあなたが誇りに思うべき素晴らしい教材です！

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Salesforce Certified Nonprofit Cloud Consultant (NPC) 認定 NP-Con-102 試験問題 (Q69-Q74):

質問 # 69

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

正解: A、C、E

解説:

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.

質問 # 70

A consultant is engaged by a nonprofit organization during the planning phase of a Nonprofit Cloud implementation project. What should the consultant consider when identifying the business value of the project?

- A. Increased fundraising performance cannot be considered because there is no guarantee that donations will increase.
- B. A change in the project schedule will not impact the business value, but a change in the project cost will.
- C. The organization's stakeholders define the business value, but the consultant should have a plan to measure it.

正解: C

解説:

In the Nonprofit Implementation Strategy phase, defining "Business Value" is critical for securing executive buy-in and ensuring the project delivers meaningful results. Unlike a simple technical installation, a successful implementation must align with the nonprofit's mission-driven goals.

The principle here is that Business Value is subjective and must be defined by the stakeholders (the Executive Director, Board of Directors, Program Managers, etc.). They are the ones who understand what

"success" looks like for their specific mission—whether that is reducing the time it takes to onboard a foster child, increasing the retention rate of first-time donors, or improving the accuracy of grant reporting.

The Consultant's Role:

* Discovery: The consultant conducts workshops to extract these goals from the stakeholders.

* Measurement Planning: Once the value is defined (e.g., "We want to save staff time"), the consultant must establish a plan to measure it. This involves identifying Key Performance Indicators (KPIs) and creating a "before and after" baseline. For instance, if the value is "Efficiency," the consultant might track the hours spent on manual data entry before NPC vs. after the automation is implemented.

* Dashboards and Reporting: The consultant configures Salesforce Dashboards to surface these metrics, providing the organization with a real-time view of the business value being realized.

Why other options are incorrect:

* Option A is incorrect because "Expected Business Value" often includes performance forecasts. While not "guaranteed," it is a perfectly valid target to aim for.

* Option B is incorrect because the project schedule directly impacts business value. If a project is delayed (e.g., missing a major year-end giving season), the value lost in potential donations can be immense, regardless of the software cost.

質問 # 71

A nonprofit organization uses Nonprofit Cloud. The organization is shifting from a traditional community-based social services organization that delivers benefits to the community to an organization that focuses on delivering financial capital to other organizations operating in the community. Which Nonprofit Cloud license is needed to manage and track applications for funding?

- A. Program Management
- B. Outcome Management
- **C. Grantmaking**

正解: C

解説:

When a nonprofit shifts its mission from direct service delivery (program management) to funding other entities, it moves into the role of a "Grantmaker." In the Salesforce Nonprofit Cloud ecosystem, this specific business process is supported by the Grantmaking module.

The Grantmaking license provides access to a specialized data model and set of features designed for the full grant lifecycle:

* Funding Opportunities: Grantmakers use this object to define the available grants, including eligibility criteria, total funding amounts, and application deadlines.

* Individual Applications: This is the core object for tracking incoming requests for funding. It allows the organization to manage the review process, due diligence, and scoring of applications from other nonprofits or community groups.

* Funding Awards and Disbursements: Once an application is approved, the system tracks the Funding Award and schedules the actual payment of "financial capital" through Disbursements.

* Grantee Portal: Grantmaking often utilizes an Experience Cloud site where applicants can submit their proposals, view their status, and submit required progress reports.

While Program Management (Option B) is used for direct services (like running a food bank), and Outcome Management (Option A) is used to measure the impact of those services, Grantmaking is the specific functional area required for "delivering financial capital" and managing funding applications. For a consultant, identifying this shift in business model is key to ensuring the organization has the correct objects- such as Budget, Funding Opportunity, and Application-available in their org.

質問 # 72

A nonprofit needs to frequently import membership renewal and donation data. Each import needs a different configuration that will create or update existing Contacts in addition to creating Opportunities. Which tool should the consultant recommend?

- **A. NPSP Batch Data Import**
- B. Salesforce Data Loader
- C. NPSP Data Importer
- D. Salesforce Import Wizard

正解: A

解説:

The NPSP Data Importer (Option D) is the underlying engine, but the requirement for "frequent imports" with "different configurations" specifically points to the NPSP Batch Data Import (A) feature.

Why NPSP Batch Data Import is the correct recommendation:

* Saved Configurations: In NPSP, a "Batch" is a record that stores specific configuration settings. A consultant can create one Batch for "Membership Renewals" and another for "General Donations." Each batch can have different matching rules (e.g., match by Email for memberships vs. match by External ID for donations).

* Multi-Object Creation: Like the standard importer, it creates or updates Contacts and Accounts while simultaneously creating the Opportunity and Payment records in a single step.

* Efficiency: For "frequent" work, a user doesn't have to re-map fields every time. They simply select the appropriate Batch, upload the CSV, and the system uses the pre-saved mapping and logic associated with that batch.

* Dry Run: It allows for a "Dry Run" on the specific batch to ensure the data is clean before it is committed to the database.

Why other options are incorrect:

* Data Loader (Option C): This would require multiple imports (Contacts first, then Opportunities) and does not support the automated "Match or Create" logic of NPSP.

* Import Wizard (Option B): This is a standard tool that cannot handle the complex NPSP multi-object relationship logic in a single pass.

* NPSP Data Importer (Option D): While technically the engine, the "Batch" feature is what provides the ability to store different configurations for frequent use.

質問 # 73

A Nonprofit Cloud consultant is troubleshooting Accounting Subledger records that are not being created as expected. What should the consultant use to see which jobs have run recently and whether there have been any errors?

- A. Event Monitoring Analytics App
- **B. Monitor Workflow Services**
- C. Scheduled Jobs

正解: B

解説:

In the modern Nonprofit Cloud (NPC) architecture, high-volume and complex data processes-such as the generation of financial records for the Accounting Subledger-are managed by the Industries Common Features framework.

When a consultant is troubleshooting why records are not being created, they must look beyond standard Salesforce "Scheduled Jobs" and into the specialized monitoring tools built for Industry Clouds. The Monitor Workflow Services (accessible via the "Industries Service Excellence" or "Monitor Workflow" setup areas) is the central dashboard for tracking the health of these automated processes.

How to Use Monitor Workflow Services for Troubleshooting:

* Accessing the Monitor: The consultant navigates to Setup and searches for Monitor Workflow Services.

* Identifying the Job: The consultant looks for entries related to the Accounting Subledger or the Data Processing Engine (DPE) jobs that power the subledger logic.

* Analyzing Run History: The tool displays a list of recent executions, including the Start Time, End Time, and Status (e.g., Success, Failed, or Completed with Errors).

* Drilling into Errors: If a job fails, the consultant can click on the specific run ID to view the error logs. This provides granular detail, such as "Record Lock Contention," "Validation Rule Violation," or "Missing Required Mapping," which explains why the financial records were not generated.

This tool is essential because NPC's Subledger often relies on Batch Management and DPE. These processes run asynchronously in the background. Standard Scheduled Jobs (Option A) only show that the "trigger" fired, not whether the internal industry logic successfully completed its task. Monitor Workflow Services provides the "end-to-end" visibility required for a consultant to ensure the nonprofit's financial data is accurately flowing from Fundraising into the subledger.

質問 # 74

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