

# 試験の準備方法-100%合格率のNP-Con-102問題トレーリング試験-有難いNP-Con-102合格体験談



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>> NP-Con-102問題トレーリング <<

## NP-Con-102合格体験談、NP-Con-102試験準備

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## Salesforce Certified Nonprofit Cloud Consultant (NPC) 認定 NP-Con-102 試験問題 (Q10-Q15):

### 質問 #10

A nonprofit organization uses Nonprofit Cloud and wants to ensure that members of the fundraising department cannot access the program department's Interaction Summaries. What should the organization use to accomplish this goal?

- A. Permission Sets
- B. Session Security Levels
- C. Compliant Data Sharing

正解: C

解説:

In many nonprofits, "Interaction Summaries" (meeting notes) contain highly sensitive information. A caseworker's notes on a victim of domestic violence must be kept strictly confidential from a fundraiser who might be looking at the same constituent record for a donation appeal.

To solve this challenge, Nonprofit Cloud utilizes Compliant Data Sharing (CDS).

How CDS Secures Interaction Summaries:

- \* Record-Level Restriction: By default, Interaction Summaries can be set to "Private" in the Organization-Wide Defaults (OWD).
- \* Role-Based Access: Compliant Data Sharing allows the organization to grant access based on the user's specific role in relation to that record. For example, only the "Assigned Caseworker" and "Program Supervisor" roles are granted "Read" access to the summary.
- \* Departmental Silos: Because fundraisers are not assigned a "Program" role in the CDS configuration for those specific records, they will not be able to see the Interaction Summaries, even if they have access to the Person Account record.
- \* Auditability: CDS provides a clear audit trail of who was granted access to sensitive notes and why, which is critical for legal compliance in social services.

Why other options are incorrect:

- \* Permission Sets (Option A): These grant the ability to use the Interaction Summary object (CRUD), but they do not control which specific records a user can see. If OWD is set to Public, Permission Sets won't hide specific department notes.
- \* Session Security (Option B): This deals with 2-factor authentication and login requirements, not record-level data visibility between departments. Compliant Data Sharing is the standard Industry Cloud tool for this level of granular privacy.

## 質問 #11

A nonprofit organization performs wealth prospecting on a donor. The organization wants to track the real estate value and the business ownership value of the donors. Which Nonprofit Cloud object has standard fields to track these values?

- A. Business Account
- B. Contact Profile
- C. Opportunity

正解: B

解説:

In the context of the new Nonprofit Cloud (NPC) and its Fundraising capabilities, Salesforce has introduced a more granular data model to support wealth screening and donor prospecting. The correct object for tracking specific financial indicators like real estate and business ownership is the Contact Profile.

In earlier versions of Salesforce for nonprofits (like NPSP), this data might have required custom fields on the Account or Contact. However, in the modern Nonprofit Cloud architecture, the Contact Profile object is specifically designed to store sensitive, person-centric data that aids in major gift strategies. This object contains standard, out-of-the-box currency fields such as:

- \* RealEstateValue: To track the estimated value of property owned by the constituent.
- \* BusinessOwnershipValue: To record the value of private businesses the contact owns.
- \* AssetLiquidationValue: For tracking liquid assets.
- \* StockValue: For public equity holdings.

Step-by-Step Configuration for Wealth Prospecting:

\* Enable Fundraising: The consultant must first ensure that Fundraising is enabled in the Setup menu, as the Contact Profile fields for fundraising are available in more recent API versions (v59.0 and later).

\* Set Up Donor Profiles: The consultant should configure the Donor Profile—an account page layout within the Fundraising app.11 This page uses the Contact Profile record to display a "Donor Summary" card.

\* Data Integration: Often, wealth data is imported from external screening services (like WealthEngine or iWave). The consultant maps these external data points directly to the standard fields on the Contact Profile object.

\* ARC Integration: To provide a 360-degree view, the Contact Profile data can be surfaced alongside the Actionable Relationship Center (ARC), allowing major gift officers to see a donor's net worth alongside their professional and personal affiliations.

By utilizing the standard Contact Profile object, nonprofits ensure their data remains compatible with built-in analytics and future Salesforce updates.

## 質問 #12

The System Administrator at a nonprofit organization is assigning permission sets to users for the organization's new Nonprofit Cloud implementation. The organization needs some of its staff to have read-only access to the Fundraising and Grantmaking objects. What should the Administrator use to limit the access?

- A. Muting permission sets
- B. Restriction Rules
- C. Sharing Rules

正解: A

#### 解説:

With the release of the new Nonprofit Cloud, Salesforce has moved toward a "Permission Set-led" security model. This means that instead of relying on a few complex Profiles, Admins use Permission Set Groups to bundle various functional permissions (like Fundraising, Case Management, and Grantmaking).

In many scenarios, a consultant might find that a standard, "out-of-the-box" permission set provided by Salesforce grants a wide range of permissions (Create, Read, Edit, and Delete). If a specific group of users- such as interns or board members- needs to see that data but should not be allowed to change or delete it, the Administrator uses a Muting Permission Set.

#### How to Implement Muting:

- \* Create a Permission Set Group: The Admin creates a group called "Read-Only Fundraising Staff"
- \* Add the Standard Permission Set: The Admin adds the standard Fundraising Access permission set to the group. This initially grants full access.
- \* Add a Muting Permission Set: Within that same group, the Admin clicks "Muting Permission Set in Group" and creates a new one.
- \* Configure Muting: In the Muting Permission Set, the Admin navigates to the Object Settings for objects like Gift Commitment or Individual Application (Grantmaking). They check the "Muted" box for Create, Edit, and Delete.
- \* Assign the Group: When the group is assigned to users, the system calculates the "Final Effective Permissions" by taking the standard permissions and "muting" the ones specified. The result is a clean, read-only experience.

#### Why other options are incorrect:

- \* Restriction Rules (Option A) are used to limit which records a user can see based on specific criteria, not to change the level of access (Read vs. Edit) for an entire object.
- \* Sharing Rules (Option B) are used to open up access to records, not to limit the functional ability to Edit or Delete once a record is already visible.

### 質問 # 13

A consultant wants to enable Person Accounts as part of the Nonprofit Cloud setup process. What is a limitation when using Person Accounts?

- A. Person Account formulas cannot reference custom formula fields from Contacts.
- B. Person Accounts do not work with Opportunity Contact Roles.
- C. Person Accounts cannot be invited to events or associated with activities.

#### 正解: A

#### 解説:

When implementing Nonprofit Cloud (NPC), the transition to Person Accounts is a foundational architectural choice. While Person Accounts effectively combine Account and Contact attributes into a single record to represent an individual, they come with specific technical constraints that consultants must navigate during the solution design phase.

One significant limitation involves field references in formulas. Because a Person Account is technically a hybrid, it utilizes fields from both the Account and Contact objects. However, from a metadata perspective, a formula created on the Account object (which is the parent for the Person Account) cannot directly reference a custom formula field that resides on the Contact object. This is because the system does not allow "cross- object" formula references between the Account and Contact layers within the Person Account record structure.

To work around this, a consultant must often recreate the logic directly on the Account object or use a standard (non-formula) field on the Contact that is populated via Flow, which can then be surfaced on the Person Account.

Other limitations and considerations include:

- \* Opportunity Contact Roles (Option C): This is actually supported. In fact, Person Accounts are frequently used as Contact Roles in donor management and gift processing.
- \* Activities (Option B): Person Accounts fully support Tasks, Events, and being invited to meetings, just like a standard Contact or Lead.
- \* AppExchange Compatibility: Not all third-party apps are "Person Account ready." A consultant must verify that any external integrations or packages can handle the IsPersonAccount field and the unique record type structure.

Understanding these limitations ensures that the data model supports the organization's reporting and automation needs without hitting architectural roadblocks late in the implementation.

### 質問 # 14

Which two objects in the Program Management Module are directly connected to objects in Nonprofit Cloud Case Management? Choose 2 answers

- A. Case

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

正解: B、D

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 # 15

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**NP-Con-102合格体験談:** <https://www.jpntest.com/shiken/NP-Con-102-mondaishu>

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