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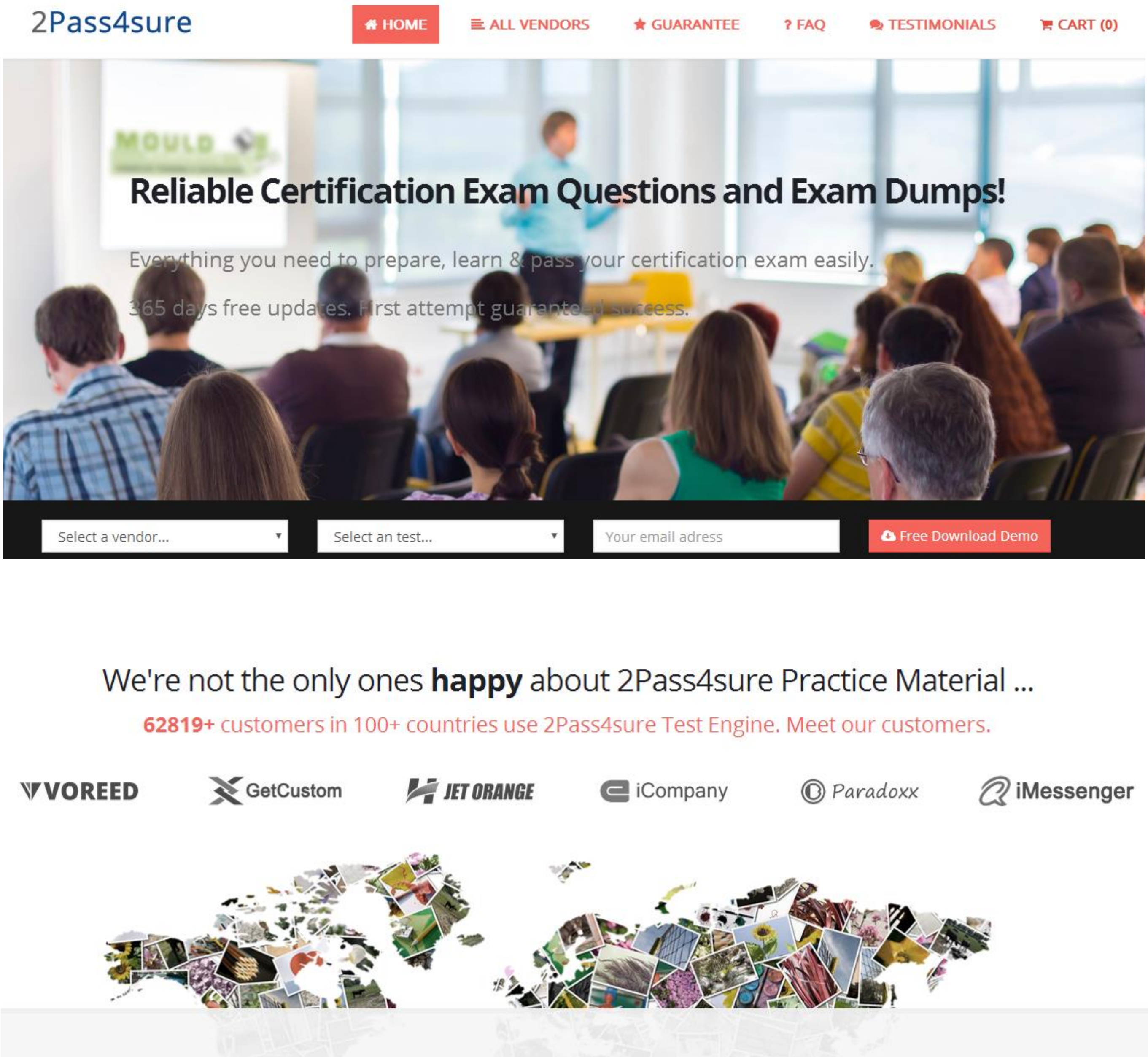

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Reliable Certification Exam Questions and Exam Dumps - 2Pass4sure

Exam : Nonprofit-Cloud-Consultant-JPN

Title : Salesforce Certified Nonprofit Cloud Consultant Exam (Nonprofit-Cloud-Consultant日本語版)

Vendor : Salesforce

Version : DEMO

QUESTION NO: 1
募金活動運営マネージャーが、寄付バッチ機能を使用してNonprofit Cloudに小切手を入力しています。小切手の中には、定期的な寄付に対する支払いが含まれています。募金活動運営マネージャーが「寄付入力」ウィンドウで寄付者の現在の寄付コミットメントと小切手を照合しようとしましたが、一致するレコードが表示されません。
この問題を解決するには、どの資金調達設定を構成する必要がありますか?

A. 分割延長日数設定を増やします。

B. 新しさスコアのしきい値を変更します。

C. ドナーマッチング方法の値を選択します。

Answer: A

Explanation:
When processing checks for recurring gifts in the Nonprofit Cloud, the system attempts to find an "expected" payment record to match against the physical check. In the NPC data model, recurring gifts are managed via Gift Commitments and Gift Commitment Schedules. The system creates "expected" transactions (installments) based on the schedule. However, donors often send checks that arrive slightly before or after the exact scheduled date. If a check arrives outside of the system's
"window of expectation," the Gift Entry interface will not automatically suggest the matching commitment, leading to the "no matching records appear" issue.
The Solution: Installment Extension Day Count
* Function: This setting defines the number of days beyond the scheduled date that the system will look to find a matching installment. For example, if a gift is scheduled for the 1st of the month but the check arrives on the 10th, and the extension is set to 5 days, the system won't see it.
* Configuration: The consultant must go to Fundraising Settings in the Setup menu.
* Adjusting the Value: By increasing the Installment Extension Day Count (e.g., to 14 or 30 days), the consultant widens the "search window."
* Result: The next time the manager enters a check for that donor, the Gift Entry tool will successfully find and display the active Gift Commitment as a suggested match because the check's date now falls within the extended installment window.
Option C is incorrect because "Donor Matching" helps find the person, but the question specifies that the issue is matching the check to a specific Gift Commitment (the recurring gift record). Option B (RFM scoring) is for analytics and has no impact on the technical matching logic of the gift entry engine.

QUESTION NO: 2
ある非営利団体は、支払い処理システムから 500 万件の寄付履歴レコードを Salesforce にロードしています。
データのロードが成功することを保証するには、コンサルタントは何をすべきでしょうか?

A. TDTM トリガー ハンドラーを一時的に無効にします。

B. データ検証ルールを無効にします。

C. TDTM を使用してカスタム Apex クラスをデプロイします。

D. Apex テストクラスを作成します。

Answer: A

Explanation:
When performing large-scale data migrations-specifically loading millions of records-performance and system limits become the primary concern. In the Nonprofit Success Pack (NPSP), almost all automation is governed by the Table-Driven Trigger Management (TDTM) framework.
The Logic of Disabling TDTM:
* Reducing Overhead: By default, TDTM triggers a series of complex operations every time an Opportunity (donation) is inserted, such as calculating rollups, creating recurring donation installments, and managing household naming. For a historical data load of 5 million records, running these processes in real-time would likely hit Salesforce governor limits and significantly slow down the migration.
* Sequential Execution: Disabling the Trigger Handlers allows the data to be loaded in its "raw" state.
The consultant can then run specialized batch jobs (like Customizable Rollups) after the load is complete to calculate the totals all at once.
* Process: To do this, the consultant navigates to the Trigger Handlers tab in NPSP and unchecks the
"Active" box for specific handlers (like OPP_Rollup_TDTM or REL_Relationships_TDTM) or uses the NPSP Settings to disable the entire framework for the migration user.
While Validation Rules (Option B) might also need to be disabled if the legacy data is messy, the most critical step for a high-volume load to prevent "Apex CPU time limit exceeded" errors is managing the TDTM framework. Option C and D are development tasks that do not assist in the immediate efficiency of a data load.

QUESTION NO: 3
Salesforce は、非営利団体の寄付者開拓と管理戦略をどのようにサポートしますか?
A.
非営利団体が寄付者とのやり取りを追跡し、キャンペーンを作成および管理し、寄付を記録できるようにすることで
B. 海外への助成金申請、承認、報告プロセスを一元化することで
C. 助成金や現物寄付を含むさまざまな収入源の財務元帳レポートを自動化することにより
Answer: A
Explanation:
Donor cultivation and stewardship are the core pillars of a nonprofit's fundraising strategy. In the modern Nonprofit Cloud (NPC), Salesforce provides a unified platform to manage the entire donor lifecycle-from the initial "prospect" phase to long-term "stewardship." The Stewardship Framework in NPC:
* Tracking Interactions: Salesforce allows development officers to log every "touchpoint" with a donor.
Using the Interaction and Interaction Summary objects, staff can record detailed notes from discovery calls, coffee meetings, or site visits. This historical record ensures that as staff change, the relationship with the donor remains consistent and informed.
* Campaign Management: Cultivation often begins with targeted outreach. NPC uses the Campaign object and Outreach Source Codes to segment donors based on their interests (tracked via Interest Tags) and engage them with specific appeals. By tracking which

campaigns a donor responds to, the organization can tailor future communications to the donor's proven interests.
* Gift Logging and Recognition: Stewardship relies on timely and accurate acknowledgment. When a gift is logged via Gift Entry, the system immediately updates the Donor Gift Summary. This allows staff to see the donor's impact at a glance. Features like OmniStudio Document Generation then automate the creation of personalized thank-you letters, which are a vital part of stewardship.
* Moves Management: Using Action Plans, a consultant can build standardized "stewardship tracks." For example, after a major gift is received, the system can automatically assign tasks for the Executive Director to make a thank-you call and for the Program Director to send a 6-month impact report.
While Grantmaking (Option B) and Accounting Subledger (Option C) are important operational features, they do not define the relational strategy of "cultivation and stewardship." Option A correctly identifies the tools used by fundraisers to build and maintain the emotional and financial connection between the donor and the mission.

QUESTION NO: 4
ある非営利団体が寄付者の資産調査を行っています。寄付者の不動産価値と事業所有権価値を追跡したいと考えています。これらの価値を追跡するための標準項目を持つNonprofit Cloudオブジェクトはどれですか？
A. 機会
B. ビジネスアカウント
C. 連絡先プロフィール
Answer: C
Explanation:
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.

QUESTION NO: 5
非営利団体が寄付バッチを処理しましたが、寄付バッチのステータスが「部分的に処理済み、失敗」に更新されました。
バッチを正常に処理するにはどの手順を実行する必要がありますか?
A. バッチのドライランを処理します。
B. ギフト入力エラーを解決し、バッチを再度処理します。
C. ギル ギャッチのステータスを手動で処理済みに設定します。
Answer: B

QUESTION NO: 6
Nonprofit Cloud for Fundraising
に含まれるどのアプリが、特に大衆市場の資金調達およびキャンペーン管理プロセス向けに設計されていますか?
A. 寄付者エンゲージメント
B. 慈善活動とパートナーシップ
C. 資金調達戦略
Answer: A
Explanation:
Salesforce Nonprofit Cloud for Fundraising is organized into several distinct Lightning Apps, each tailored to a specific fundraising persona or business process. For consultants, understanding which app supports which business function is essential for user enablement.
* Donor Engagement: This app is the hub for mass-market fundraising. It is designed for team members who manage large-scale outreach, direct mail, digital campaigns, and high-volume donor acquisition. It includes features for Campaign Management, Source Codes, and segmenting large lists of donors for automated outreach. This app focuses on "one-to-many" relationships where the goal is efficiency and broad engagement.
* Philanthropy & Partnerships: In contrast, this app is designed for "high-touch" or major gift fundraising. It focuses on "one-to-one" relationship management, tracking major donors, foundation partners, and corporate sponsors. It highlights tools like the Donor Profile, Wealth Screening data, and moves management stages.
* Fundraising Strategy: This app (and its associated dashboards) is intended for leadership and data analysts. It provides high-level insights into fundraising performance, RFM (Recency, Frequency, Monetary) scoring trends, and overall revenue health, rather than day-to-day campaign execution.
By assigning the Donor Engagement app to the marketing and direct response teams, a consultant ensures they have immediate access to the Campaigns, Outreach Source Codes,

and segments they need to run mass-market appeals effectively without being distracted by the specialized major gift tools found in the Philanthropy app.

QUESTION NO: 7
ある非営利団体は、地域社会と直接連携し、個別の栄養カウンセリングを提供するパートナーに資金を提供しています。同団体は、申請者がExperience
Cloudサイト上で資金援助を申請できる、動的な複数セクションの申請書を作成したいと考えています。同団体は、助成金交付Experience
Cloudテンプレートに含まれるフォーム概要とフォームレビューのコンポーネントを使用する予定です。
組織は何をすべきでしょうか?
A. フォーム
フレームワークを使用して、個人申請オブジェクトに助成金申請フォームを作成します。
B. フィールド セットを作成し、個別のアプリケーション
オブジェクトで動的フォームを使用して情報のセクションを作成します。
C.
動的評価と検出フレームワークを使用して、個人申請オブジェクトに助成金申請書を作成します。
Answer: C
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.

QUESTION NO: 8
コンサルタントが、Salesforce の導入経験が浅い非営利団体のクライアントに Salesforce を導入しています。この非営利団体は、スタッフに NPSP の募金活動に関するトレーニングモジュールを配布したいと考えています。コンサルタントはどのトレーニングリソースを推奨すべきでしょうか？
A. Salesforce ヘルプとトレーニング
B. 学習パス
C. Trailblazer コミュニティダッシュボード
D. AppExchangeレポート
Answer: B
Explanation:
In the modern Salesforce Lightning experience, the Learning Path is the best tool for an admin or consultant to deliver targeted training directly within the flow of work.
What is a Learning Path?
A Learning Path allows a consultant to curate specific Trailhead modules, internal documents, or videos and assign them to specific users or groups based on the page they are currently viewing. For a nonprofit implementing NPSP, the consultant can:
* Curate Content: Select existing Trailhead modules like "Fundraising with Nonprofit Success Pack."
* Assign to Users: Target the training specifically to the "Fundraising" profile or "Gift Officer" team.
* In-App Access: Instead of forcing staff to leave Salesforce to search a separate help portal, the training appears in the "Learning" side panel (represented by the graduation cap icon) while they are actually looking at Opportunity or Contact records.
* Track Progress: Managers can see who has completed the assigned modules, making it a powerful tool for onboarding and change management.
Why other options are incorrect:
* Salesforce Help and Training (Option A): This is the documentation portal. While useful, it is a
"pull" resource (staff have to go find it) rather than a "push" resource (assigned by the admin).
* Trailblazer Community (Option C): This is a forum for discussion and peer support, not a structured training assignment platform.
* AppExchange Report (Option D): The AppExchange is for downloading apps; there is no such thing as an "AppExchange Report" used for assigning training.

QUESTION NO: 9
ある非営利団体が、サイロ化されたプロセスをデジタル化するためにNonprofit

Cloudの導入をコンサルタントに依頼しました。現在、プロセスの大部分はスプレッドシート、メモ帳、受信トレイで構成されています。団体は固定予算と作業範囲（SOW）を定めたいと考えています。団体は既に必要な事項を把握しており、すべての成果物を事前に明確に定義する予定です。この団体のアプローチを説明するプロジェクト管理手法はどれですか？

A. 滝

B. アジャイル

C. カンバン

Answer: A

Explanation:
The organization's requirements-fixed budget, fixed scope, and deliverables defined upfront-are the classic characteristics of the Waterfall methodology.
In a Waterfall implementation for Nonprofit Cloud:
* Linear Progression: The project follows a strict sequence: Requirements -> Design -> Build -> Test -> Deploy. You do not move to the next phase until the previous one is "signed off."
* Upfront Requirements: As mentioned in the prompt, the organization believes they already know exactly what they need. A consultant spends a long "Discovery" phase at the beginning documenting every single field, report, and automation.
* Predictability: This model provides the nonprofit's board with a clear "end date" and a total cost, which is often attractive for organizations with rigid fiscal year budgets.
Why this is different from other methods:
* Agile (Option B): Agile assumes the scope will change as the users learn more about the system. It prioritizes flexibility over a fixed upfront scope.
* Kanban (Option C): Kanban is a "just-in-time" delivery system focused on visualizing work and managing flow. It is typically used for ongoing support or "business-as-usual" tasks rather than a structured implementation with a fixed SOW and predefined deliverables.
For a consultant, while the organization wants Waterfall, it is important to warn them that translating
"spreadsheets and notepads" into a sophisticated cloud system often reveals new requirements that Waterfall's rigid structure may struggle to accommodate without costly "Change Orders."

QUESTION NO: 10

非営利団体は、会員資格の更新と寄付のデータを頻繁にインポートする必要があります。インポートごとに、商談の作成に加えて、既存の連絡先の作成または更新を行うための異なる設定が必要です。コンサルタントはどのツールを推奨すべきでしょうか？

A. NPSP バッチデータインポート

B. Salesforce インポートウィザード

C. Salesforce データローダー

D. NPSP データインポーター

Answer: A

Explanation:
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.

QUESTION NO: 11
非営利団体がキャンペーンに関連する寄付者の活動を集計したいと考えています。キャンペーンに関連するロールアップ項目はどのオブジェクトに保存されますか？
A. 寄付者からの寄付の概要
B. ギフト指定
C. アウトリーチ概要
Answer: C
Explanation:
In the Nonprofit Cloud Fundraising data model (specifically API v59.0 and later), Salesforce introduced the Outreach Summary object to provide deep insights into the performance of marketing and solicitation efforts.
While the standard Campaign object in Salesforce tracks basic metrics like "Total Value Won Opportunities," the Outreach Summary in NPC is designed for the high-volume needs of nonprofits. It stores specialized rollup fields that provide a granular view of how a specific campaign or "Outreach Source Code" is performing.
Standard Rollup Fields in Outreach Summary:
* GiftCount: The total number of gifts received in response to the campaign.
* DonorCount: The number of unique donors who gave.
* TotalGiftAmount: The sum of all gift amounts.
* AverageGiftAmount: Automatically calculated to show donor value.
* TotalRecurringGiftAmount: Specifically tracks the success of sustaining giving appeals.
Implementation Logic:
* Calculation: These fields are not updated by standard Apex triggers in real-time. Instead, they are populated using the Data Processing Engine (DPE).

* Scheduling: A consultant schedules the "Outreach Summary" DPE job to run (e.g., nightly).
* Visibility: The results are written back to the Outreach Summary record, which is linked to the Campaign. This allows the fundraising team to see the true ROI of their outreach without the performance overhead of real-time calculations.
Why other options are incorrect:
* Donor Gift Summary (Option A): This object rolls up data at the Donor/Person Account level (e.g.,
"John Doe's lifetime giving"), not at the Campaign level.
* Gift Designation (Option B): This object tracks the "Fund" or "Purpose" (e.g., "General Fund"), and while it can have rollups, it doesn't represent the "Campaign" or "Outreach" performance.

QUESTION NO: 12
ある非営利団体は、Salesforceのデータセキュリティに関するベストプラクティスに完全に準拠することを目指しており、コンサルタントに評価を依頼しました。コンサルタントは、この評価を行うためにどのツールを使用すべきでしょうか？
A. Salesforce ヘルスチェック
B. Shield プラットフォーム暗号化
C. Salesforce オプティマイザー
D. NPSP ヘルスチェック
Answer: A
Explanation:
To provide a comprehensive assessment of data security best practices, the consultant should use the native Salesforce Health Check.
What Salesforce Health Check provides:
* Security Baseline: It compares the organization's current security settings against the Salesforce Recommended Baseline.
* Scoring: It provides an overall "Health Score" (0-100%).
* Specific Evaluations: It analyzes critical security settings, including:
* Password Policies: Complexity, expiration, and lockout settings.
* Session Settings: Timeout values and whether "secure cookies" are required.
* Network Security: IP ranges and multi-factor authentication requirements.
* File Settings: Restrictions on file types and downloads.
* Actionable Advice: For every setting that does not meet the baseline, it provides a "Fix It" link or instructions on how to bring the setting into compliance.
Why other options are incorrect:
* Salesforce Optimizer (Option C): This is a general "maintenance" tool. It checks for unused fields, limits, and technical debt. While it has some security checks, it is not a dedicated security assessment tool.
* NPSP Health Check (Option D): This is specifically for data integrity within NPSP (e.g., checking if rollups are working or if households have addresses). It does not evaluate the underlying Salesforce platform security settings.
* Shield (Option B): This is a product (a set of security features) you can buy, not an assessment tool to evaluate current compliance.

QUESTION NO: 13
非営利団体は、プログラムに興味を持っている、またはプログラムに参加している個人のコホートを追跡したいと考えています。
非営利クラウド管理者は何を構成する必要がありますか?
A. プログラム コホート
オブジェクトの共有設定をパブリック読み取り/書き込みに設定します。
B. プログラムおよび特典管理アクセス権限セットを割り当てます。
C. プログラム コホートの作成と管理を有効にします。
Answer: C

QUESTION NO: 14
NPSP データインポートテンプレートでは、取引先フィールドにはどの 2 種類の情報を含める必要がありますか?
2つの回答を選択してください
A. ビジネス関連データ
B. 世帯関連データ
C. 連絡先の住所関連データ
D. 連絡先の雇用主関連データ
Answer: A B
Explanation:
The NPSP Data Import Template is a "flat file" structure designed to populate multiple objects in the NPSP data model simultaneously. Because NPSP uses a "Household-centric" model but also supports corporate and foundation giving, the Account fields in the template serve a dual purpose depending on the record being imported.
* Business-related data (A): If the nonprofit is importing donations from a corporation, foundation, or local business, the "Account" fields in the template (such as Account Name, Account Phone, etc.) are used to create or match an Organization Account. This allows the consultant to track the entity's history and give them "Hard Credit" for their donations.
* Household-related data (B): If the nonprofit is importing individual donors, the Account fields are used to define the Household Account. For example, if the template specifies "The Smith Household" in an Account field, NPSP logic will use that data to name the household record it creates for the associated contacts.
* Address Logic (C): While addresses are part of an account, in the NPSP Data Importer, address data is typically handled by specific Address fields that NPSP then intelligently routes to the Household or the Contact record.
* Employer Logic (D): Tracking an employer is usually handled via Affiliations. While the employer is an Account, the template has specific "Home" vs. "Work" logic to handle these relationships separately from the primary account being created.
In summary, the Account columns in the CSV template are the landing spot for any data related to the
"Institutional" or "Household" entity that owns the donation or contains the contact.

QUESTION NO: 15
非営利クラウド管理者は、個人アカウントの郵送先住所の自動同期を有効にします。
追加の住所を表示するには、どのオブジェクトの関連リストを個人取引先レコード

ページに追加する必要がありますか?
A. 場所
B. 連絡先住所
C. アドレス
Answer: B
Explanation:
The Nonprofit Cloud has adopted the standard Salesforce Information Model for address management. In this model, the "Mailing Address" fields on the Person Account are merely a simplified view of a more robust underlying record.
When Automatic Person Account Mailing Address Synchronization is enabled, the system looks for the Contact Point Address (CPA) record marked as Is Primary and mirrors its values onto the Account header.
Managing Multiple Addresses:
* Contact Point Address Object: This is the "source of truth" for all locations associated with a person.
* The Related List: To manage a donor who has a "Home," "Office," and "Summer House" address, the consultant must add the Contact Point Addresses related list to the Person Account page layout.
* Adding Records: From this related list, users can create new addresses, specify the Address Type, and set Seasonal Dates.
* Synchronization: If a user changes the "Primary" flag from the Home CPA record to the Office CPA record, the synchronization feature will automatically update the Account's standard mailing fields to reflect the Office information.
Why other options are incorrect:
* Location (Option A): This object is part of Field Service or Facilities Management and is used for physical sites/buildings, not for constituent mailing addresses.
* Address (Option C): While there is a generic "Address" object, NPC specifically utilizes the Contact Point Address record, which is part of the "Contact Point" family of objects (alongside Email and Phone) used for communication preferences.

QUESTION NO: 16
非営利団体は Gift Refund
オブジェクトを使用したいと考えていますが、エラーが懸念されています。
Nonprofit Cloud
で元の寄付金額と払い戻された金額が常に一致するようにするには、組織は何をする必要がありますか?
A. ギフト ソフト クレジットを更新します。
B. ギフトのデフォルト指定を変更します。
C. 検証ルールを作成します。
Answer: C

QUESTION NO: 17
コンサルタントは、非営利団体から4つのプロジェクトの実施を依頼され、組織のプロジェクト憲章を作成しています。
現在、プロジェクト管理ライフサイクルのどの段階にありますか?

A. 予測
B. 計画
C. 開始
Answer: C

QUESTION NO: 18
Nonprofit
Cloud組織では、個人アカウントの郵送先住所の自動同期が有効になっています。スタッフがリンクされた住所から「プライマリ」フラグを削除した場合、その住所はどうなりますか？
A. アドレスは自動的にアーカイブされ、終了日が設定されます。
B. 個人アカウントの郵送先住所フィールドから住所が削除されます。
C. アドレスは非アクティブとしてマークされています。
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.