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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q98-Q103):

NEW QUESTION # 98
Lake Tahoe Bank has duplicate client records in their current CRM system because they come from a different systems of record. Any changes made in Salesforce should be updated in the source system. What can a Salesforce Administrator do to help bankers get a consolidated view of the individual in the Financial Services Cloud?

- A. Implement deduplication rules in Salesforce and let the integration handle the updates to the source system.

- B. Create custom components to provide a single view of the client.
- C. Create a custom Person Account hierarchy to link duplicate client records.
- D. Link individuals using related contacts to link duplicate client records
- E. Leverage Financial Services Cloud Relationship Groups to link duplicate client records and create a consolidated view.

Answer: E

Explanation:

A Relationship Group is a construct in Financial Services Cloud that allows you to model complex and dynamic relationships between clients and accounts. You can use Relationship Groups to link duplicate client records and create a consolidated view of their financial data, activities, and interactions. You can also use Relationship Groups to sync data between Salesforce and the source system using external IDs and integration tools. Verified References: : Salesforce Financial Services Cloud Implementation Guide, page 67.

NEW QUESTION # 99
Which three record type options should an advisor configure for a Lead object configuration?

- A. Referral
- B. Retirement Planning
- C. General
- D. Opportunity
- E. Adjustments

Answer: A,B,C

Explanation:

Reference: Financial Services Cloud - Account and Contact Record Types | Salesforce Help Explanation: Record types are a way to categorize records in Salesforce based on different business processes or requirements. Record types can have different page layouts, picklist values, and business logic. For the Lead object, a financial services company can create different record types to capture different types of leads based on their source, interest, or qualification. Some examples of record types for the Lead object are:
Referral: This record type can be used to capture leads that are referred by existing clients or partners.
Referral leads can have fields such as Referrer Name, Referrer Account, and Referral Type to track the source and nature of the referral.
General: This record type can be used to capture leads that are generated from general marketing campaigns or events. General leads can have fields such as Campaign Name, Campaign Source, and Lead Score to track the effectiveness and potential of the marketing efforts.
Retirement Planning: This record type can be used to capture leads that are interested in retirement planning services or products. Retirement planning leads can have fields such as Retirement Age, Retirement Goal, and Current Savings to assess the needs and suitability of the leads.

NEW QUESTION # 100
Jen, the Financial Advisor at Lake Tahoe Wealth Management Company wants to modify a published Action Plan to support an additional task she needs in order to complete an annual review for a client. How should Jen do this?

- A. Use the 'task creator' tool to create a new task and associate with the existing Action Plan
- B. Use the Action Plan item feature to add an additional task to a published Action Plan.
- C. Contact her Salesforce Administrator and get her to make the change to the Action Plan for her.
- D. Create an independent Task not related to original Action Plan

Answer: B

NEW QUESTION # 101
Lake Tahoe Bank's System Administrator is implementing intelligent Need-Based Referrals in Salesforce. Referrals are modeled on the Lead object. Which three Lead features can the System Admin use for Intelligent Need-Based Referrals?

- A. Lead Approval
- B. Einstein Lead Scoring

- C. Lead Routing
- D. Web to-Lead
- E. Lead Assignment Rules

Answer: B,C,E

NEW QUESTION # 102

Which setting in Action Plans helps to avoid non working hours, company holidays, and other non working days for deadline calculation?

- A. Skip Non-Work Days for Action Plans
- B. Sync with Company Calendar
- C. Skip Non-Work Days For Tasks
- D. Skip Non-Work Days for Deadlines

Answer: D

Explanation:
The setting in Action Plans that helps to avoid non working hours, company holidays, and other non working days for deadline calculation is Skip Non-Work Days for Deadlines. This is a custom setting that determines whether to exclude non work days when calculating the due date for action plan items based on the action plan item template duration. By enabling this setting, the Admin can ensure that the deadlines are realistic and achievable

NEW QUESTION # 103

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