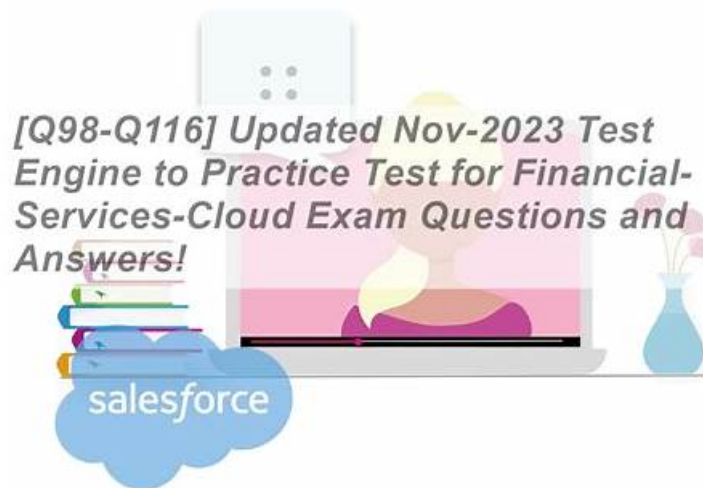


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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q110-Q115):

NEW QUESTION # 110

The Salesforce Administrator at Lake Tahoe Bank is asked to make modifications to the Salesforce org to allow for more than one person being joint owners on a Financial Account. What will be the recommended approach to model this requirement?

- A. Map the primary owner and one joint owner to the Financial Account, because FSC, supports only two joint account owners.
- **B. Map additional owners using the Financial Account Role.**
- C. Create lookup fields on the Financial Account object to support additional owners
- D. Map additional owners using the Actionable Relationship Center.

Answer: B

Explanation:

Explanation

To model a requirement where more than one person can be joint owners on a Financial Account, the Admin can map additional owners using the Financial Account Role. The Financial Account Role is a junction object that links a contact or an individual to a financial account and defines their role or relationship with that account. By using Financial Account Role, the Admin can add multiple owners to a Financial Account and specify their ownership percentage, primary status, and other details.

NEW QUESTION # 111

A consultant is working with a new customer and has gained a firm understanding of their business processes and systems in preparation for implementing Salesforce Financial Services Cloud.

What should the consultant create as a deliverable for the current state business process?

- **A. An end-to-end visual map of the process using personas, systems, inputs, and outcomes**
- B. A Powerpoint deck w/ screenshots of the current systems and callouts to what is happening on each slide
- C. Word document telling the story of the process from the user's perspective
- D. An Excel spreadsheet with steps of the process as rows, and systems and personas in columns

Answer: A

Explanation:

To document the current state business process for implementing Salesforce Financial Services Cloud, the consultant should create an end-to-end visual map of the process using personas, systems, inputs, and outcomes. A visual map is a tool that can help illustrate the flow of a business process from start to finish, showing the steps, decisions, and dependencies involved in each stage. A visual map can also include personas, systems, inputs, and outcomes to provide more context and detail for each step of the process. Personas are fictional characters that represent the different roles or users that participate in or interact with the process. Systems are the tools or applications that are used to perform or support the process. Inputs are the data or information that are required or provided for each step of the process. Outcomes are the results or outputs that are achieved or delivered by each step of the process. Verified Reference: : Salesforce Help Article 3 : Salesforce Help Article [4]

NEW QUESTION # 112

A wealthy client owns a boutique shoe store called Smith's Shoes. Their financial advisor would like to add this relationship to the Financial Services Cloud (FSC) to track the complete picture of relationships related to the wealthy client's household.

Which three options should the Financial Services Cloud consultant use when mapping this relationship in FSC?

- **A. Account object - Household record type**
- B. Account Contact Relationship object
- **C. Account Account Relationship object**
- **D. Account object - Business record type**
- E. Contact object

Answer: A,C,D

NEW QUESTION # 113

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 Deadlines
- D. Skip Non-Work Days For Tasks

Answer: A

NEW QUESTION # 114

The Salesforce Admin at Lake Tahoe Wealth Management Company wants to ensure that the advisors at his firm can quickly see the most important client data in the Actionable Relationship Center (ARC). What must the Admin configure for each object to display the most important fields on the side panel of ARC?

- A. Field Sets
- B. Compact Layout
- **C. Lightning Record Pages**
- D. Page Layout
- E. Search Layout

Answer: C

NEW QUESTION # 115

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