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Earning the Salesforce FSC Accredited Professional certification can be a game-changer for professionals in the financial services industry. Salesforce Financial Services Cloud (FSC) Accredited Professional certification demonstrates a deep understanding of the Salesforce Financial Services Cloud platform and its application in real-world scenarios. By earning this certification, professionals can differentiate themselves from their peers, enhance their career prospects, and demonstrate their commitment to delivering exceptional customer service and driving business success.

## Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q41-Q46):

NEW QUESTION # 41

Cumulus Cloud Bank must provide its customer service staff with real-time access to customer accounts, including the ability to view current transactions and balances. As a result, the bank expects a high volume of concurrent users at peak times. Which option is most suitable?

- A. Use the Data Consumption Framework to connect to the bank's middleware.
- B. Embed custom Lightning web components on the Account and Financial Account pages, and use custom Apex to make callouts to the core system services.
- C. Use Salesforce Connect with External Objects to expose tables from the bank's core systems, and use the standard user interface (UI) components to surface the records in Salesforce Lightning UI.
- D. Use Salesforce Connect with External Objects to expose tables from the bank's core systems, and use custom Lightning web components to surface them in the Salesforce Lightning UI.

**Answer: B**

Explanation:

Explanation

The most suitable option for Cumulus Cloud Bank to provide its customer service staff with real-time access to customer accounts, including the ability to view current transactions and balances, is to embed custom Lightning web components on the Account and Financial Account pages, and use custom Apex to make callouts to the core system services. This option allows the bank to leverage the Lightning Platform features and capabilities, such as Lightning web components, Apex, and callouts, to create a seamless and performant integration with their core systems. By using custom Lightning web components, the bank can create custom user interfaces that display the data from the core systems on the Account and Financial Account pages. By using custom Apex, the bank can write code that makes callouts to the core system services using HTTP requests and responses, and handle any authentication, error handling, or data transformation logic.

#### NEW QUESTION # 42

Which 3 out of the box capabilities come with Financial Services Cloud Lead & Referral Management?

- A. Referral Conversion
- B. Referral Automated Approvals
- C. Accepting a Referral
- D. Round Robin Referral Routing
- E. Assigning a Referral

**Answer: A,C,E**

Explanation:

The following out of the box capabilities come with Financial Services Cloud Lead & Referral Management:

Referral Conversion: This capability allows you to convert a referral to an opportunity, a contact, or an account. You can use this capability to track the progress and outcome of a referral and measure its impact on your business.

Assigning a Referral: This capability allows you to assign a referral to another user, queue, or line of business.

You can use this capability to route a referral to the appropriate person or team who can best meet the customer's need or interest.

Accepting a Referral: This capability allows you to accept a referral that is assigned to you or your queue.

You can use this capability to acknowledge that you have received a referral and are ready to work on it.

Verified References: : Salesforce Help Article 1 : Salesforce Help Article 3 : Salesforce Help Article 5

#### NEW QUESTION # 43

Which of these statements is not correct about the visibility of Action Plan Tasks?

- A. Users will be able to see the Action Plan tasks on the related list of the Account page layout.
- B. The user can see tasks on the homepage if the Task Card is applied to the homepage.
- C. Once the Action Plan is assigned, you can see the related Tasks on the Timeline
- D. Users will be able to see the Action Plan tasks assigned to them through the standard Salesforce task lists.

**Answer: A**

#### NEW QUESTION # 44

Universal Containers requires that the organization-wide default for opportunities be set to public read/write. However, sales users

are complaining that opportunity reports return too many results, making it difficult to find their team's opportunities in the report results.

How can the system administrator address this problem?

- A. Update the sharing rules to limit user access to certain opportunity
- B. Move the opportunity reports into a folder with restricted access
- C. Move the opportunity reports into each user's personal reports
- D. Use the show filter to filter report results and reduce records returned

**Answer: D**

#### **NEW QUESTION # 45**

Planter Farm Credit Union provides loan and insurance products to farmers who operate individually as well as in collaboration with other neighboring farms & farmers. The collaboration can be seasonal or for a limited timeframe. What construct in Financial Services Cloud is most appropriate to represent such collaborative customer business operations?

- A. Custom Relationship Group
- B. Standard Household
- C. Account with Record Type = Business
- D. Contact-Contact Relationship

**Answer: A**

Explanation:

Explanation

A Custom 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 it to represent collaborative customer business operations that are not captured by standard household or account structures. Verified References: :

Salesforce Financial Services Cloud Implementation Guide, page 67.

#### **NEW QUESTION # 46**

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