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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q74-Q79):

NEW QUESTION # 74
What are the challenges Financial Institutions face? (Select all that apply)

- A. Rising class of new competitors
- B. Isolated data and outdated systems
- C. Regulatory compliance
- D. Not enough data

Answer: A,C,D

NEW QUESTION # 75
An insurance company needs to ensure the record rollups aggregate information from related records for several objects in the Financial Services Cloud at a client or group level.
What should the administrator configure to meet the requirement?

- A. To show all Primary Group member cases on a related list at the group level, the administrator should add Cases as a picklist value to the Rollup__c field on Account Contact Relationship.
- B. Client-level records are aggregated by setting up client-level rollups to all primary group members.
- C. When the administrator enables record rollups at the group level, all corresponding records are stamped with the Primary Group in the Rallup_c lookup field
- D. To show all Primary Group member opportunities on a related list at the group level, the administrator should add Opportunities as a picklist value to the Household__c field on Account Contact Relationship.

Answer: C

Explanation:
Explanation
According to the Salesforce documentation1, record rollups at the group level allow you to aggregate information from related records for several objects in Financial Services Cloud. When you enable record rollups at the group level, all corresponding records are stamped with the Primary Group in the Rollup__c lookup field. This field is added to the Account, Contact, Account Contact Relationship, and Financial Account objects. You can then use this field to create reports and dashboards that show aggregated data for each group.

NEW QUESTION # 76
What permission is set in a user's profile? (3 answers)

- A. Mass email
- B. Active
- C. Run Reports
- D. Object Permissions
- E. Marketing user

Answer: A,C,D

NEW QUESTION # 77
A financial services company would like its users to be able to relate two business accounts. What should the administrator configure to meet the requirement?

- A. Create a new Contact Reciprocal Role for the required value.
- B. Update the Role picklist on the Account-(?ontact Relationship object with new value.
- C. Create a new Account Reciprocal Role for the required value.
- D. Update the Role picklist on the Account-Account Relationship object with new value.

Answer: D

Explanation:
Explanation
To configure Financial Services Cloud to allow users to relate two business accounts, the administrator should update the Role picklist on the Account-Account Relationship object with new value. The Role picklist is a field on the Account-Account Relationship object that defines the type of relationship between two accounts, such as Household Member, Business Owner, Trustee, or Friend. The Role picklist is used to filter and display the account-account relationships in the Actionable Relationship Center (ARC). To update the Role picklist, you need to go to Setup > Object Manager > Account-Account Relationship > Fields & Relationships > Role and add or remove values according to your business needs. Verified References: : Salesforce Help Article [10] : Salesforce Help Article [11]

NEW QUESTION # 78

A commercial loan due diligence process is handled by multiple individuals at Lake Tahoe Bank. Lake Tahoe Bank wants an easy way for managers to distribute the work, to understand the % completion of the due diligence process per client and report on the performance of the department to show possible bottlenecks.

What FSC feature can Lake Tahoe Bank use to track this process?

- A. Flows
- B. Workflow Rules/Process Builder
- C. Action Plans
- D. Apex Tnggers on the task object

Answer: C

Explanation:

Again, Action Plans are a feature that can help users track and manage common client processes. For a commercial loan due diligence process, users can create an Action Plan Template with tasks such as verifying income, checking credit history, appraising collateral, etc. Users can also assign different task owners and deadlines for each task to distribute the work and monitor the progress. Users can also use dashboards and reports to view the % completion of the due diligence process per client and report on the performance of the department to show possible bottlenecks.

NEW QUESTION # 79

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