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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q123-Q128):

NEW QUESTION # 123
A banking customer is using Sales Cloud but their Admin is considering whether Financial Services Cloud would be a better solution to meet their business needs.
What is the best way for the Admin to access a Financial Services org with preconfigured data to play around and learn what's in it?

- A. Purchase one license of an FSC production org
- B. Spin up a Trailhead challenge org
- C. Request a Salesforce developer org
- D. Hop on a 30-day Financial Services Cloud trial org

Answer: D

NEW QUESTION # 124
What are the three building blocks of Flow Orchestration?

- A. Work Items
- B. Blocks
- C. Processes
- D. Stages
- E. Steps

Answer: A,D,E

Explanation:
The following are the building blocks of Flow Orchestration:
Steps: Steps are discrete units of work that can be performed by a user or a system within a flow orchestration. Steps can have different types, such as user input steps, system action steps, decision steps, or subflow steps. Steps can also have different attributes, such as name, description, icon, input variables, output variables, or preconditions.
Stages: Stages are logical groupings of steps that represent phases or milestones within a flow orchestration. Stages can have different attributes, such as name, description, icon, entry criteria, exit criteria, or completion actions.
Work Items: Work Items are instances of flow orchestrations that track the progress and status of each execution. Work Items can have different attributes, such as name, description, owner, assignee, due date, priority, status, stage history, or step history. Verified Reference: : Salesforce Help Article [7] : Salesforce Help Article [8] : Salesforce Help Article [9]

NEW QUESTION # 125
Our Personal Banker Hank Burton wants to encourage his customers to provide required documents for a loan application. He creates Document Checklist Items that help his customers to manage file uploads to speed up loan approval. For which of the following records does Salesforce support Document Checklist Items out of the box? (Choose Three)

- A. Account
- B. Opportunity
- C. Residential Loan Application
- D. Contact
- E. Lead

Answer: A,B,C

Explanation:
Explanation
The following records support Document Checklist Items out of the box in Financial Services Cloud:

Account: An Account is a record that represents a person or an organization that has a business relationship with your company. You can use Document Checklist Items to request and track documents from your account holders, such as identity proofs, tax forms, or contracts.

Residential Loan Application: A Residential Loan Application is a record that represents a request for a loan to purchase or refinance a residential property. You can use Document Checklist Items to request and track documents from your loan applicants, such as income statements, credit reports, or property appraisals.

Opportunity: An Opportunity is a record that represents a potential sale or deal for your products or services. You can use Document Checklist Items to request and track documents from your opportunity owners, such as proposals, quotes, or agreements. Verified References: : Salesforce Help Article 2 :

Salesforce Help Article 3 : Salesforce Help Article 4

NEW QUESTION # 126

Which three related lists are visible within the Actionable Relationship Center associated with the Account object?

- A. Notes and Attachments
- B. HouseholdFinancial Accounts
- C. Client Financial Goals
- D. Cases
- E. Financial Holdings

Answer: B,C,D

Explanation:
Reference: View Preconfigured ARCGraphs (Original ARC) - Salesforce
Explanation: The Actionable Relationship Center (ARC) is a feature of FSC that allows users to view their customers' relationships in an easy-to-navigate graph. ARC helps users understand relationships between people, groups, accounts, contacts, opportunities, deals, and other records. ARC also allows users to view and manage related lists for each node in the graph.Related lists are collections of records that are related to another record by a lookup or master-detail relationship.
The related lists that are visible within ARC depend on the node type and configuration. For example, for an Account node with Householdrecord type, some of the related lists that are visible are:
Household Financial Accounts: This related list shows all the financial accounts that are related to the household members by either ownership or beneficiary relationships.
Cases: This related list shows all the cases that are related to the household account or its members.
Client Financial Goals: This related list shows all the financial goals that are related to the household account or its members.
Other related lists that can be visible fordifferent node types include:
Contacts
Opportunities
Financial Deals
Interaction Summaries
Action Plans
Notes
Attachments

NEW QUESTION # 127

Which of these Object Types are part of the Financial Services Cloud Data Model (Select 3)

- A. Action Plan Objects
- B. FSC Standard Objects
- C. FSC Marketing Objects
- D. FSC Packaged Objects
- E. Sales or Service Objects

Answer: B,D,E

NEW QUESTION # 128

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