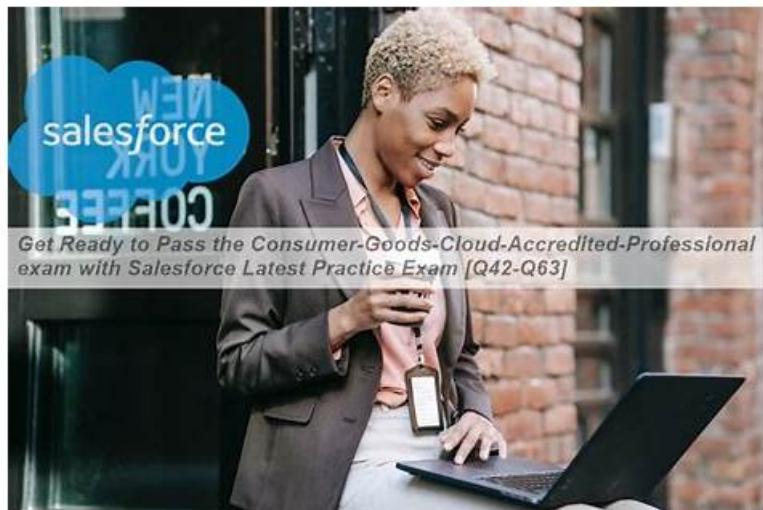


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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q96-Q101):

NEW QUESTION # 96

Which of these statements is true for the Person Accounts Model? (2 correct answers)

- A. The Person Account model uses the standard Account object to hold all of the details about a person. The Account object has been extended with custom fields, record types, and more.

- B. Person Accounts can not be related to cases, tasks or calls.
- C. The Person Account represents all aspects of the person. Data includes personhood details, such as birth date or tax ID number, and dealings with your organization, such as review frequency or service tier
- D. The Person Account record type can be used when a client is a business or an institution.

Answer: A,C

NEW QUESTION # 97

Lake Tahoe Bank is rolling out Financial Services Cloud and the VP of IT is concerned about the cost of the licenses. The System Admin recommends using restricted licenses for users that need only limited access to Financial Service Cloud features. Which Financial Services Cloud permission set license enables user access to a license with contractual restrictions for Financial Services Cloud and can be used to grant restricted access to users like Bank Tellers?

- A. Financial Service Cloud Basic
- B. Client Segmentation
- C. Financial Services Cloud Standard
- D. Financial Service Cloud Extension

Answer: A

NEW QUESTION # 98

A financial services company needs a custom field for reporting when relating two-person accounts to each other. Which object should the Financial Services Cloud consultant configure the custom field on?

- A. Person Account
- B. Contact-Contact Relationship
- C. Account Account Relationship
- D. Account Contact Relationship

Answer: C

Explanation:

Explanation

To configure a custom field for reporting when relating two-person accounts to each other, the Financial Services Cloud consultant should configure the custom field on the Account Account Relationship object. The Account Account Relationship object is a junction object that links two accounts together and defines their relationship type and role. By configuring a custom field on the Account Account Relationship object, the consultant can capture additional information about how two-person accounts are related to each other and use it for reporting purposes.

NEW QUESTION # 99

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

Answer: C

NEW QUESTION # 100

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

Answer: A,B,E

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 # 101

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