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Salesforce Financial Services Cloud (FSC) is a customer relationship management (CRM) platform designed specifically for financial advisors, insurance agents, and bankers. It helps these professionals manage their clients' financial information, track their interactions, and provide personalized advice. Salesforce FSC is a powerful tool that can help financial institutions improve their customer service, increase productivity, and grow their business.

The FSC Accredited Professional Certification Exam covers a wide range of topics related to Salesforce FSC and financial services, including account management, financial planning, wealth management, insurance, and equity. Financial Services Cloud exam tests your knowledge of Salesforce CRM features and functionalities, such as automation, data management, reporting, and analytics. It also evaluates your understanding of financial services industry-specific regulations, compliance, and best practices.

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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q163-Q168):

NEW QUESTION # 163

Permission set licenses incrementally entitle users to access features that are not included in their user licenses. Which three Permission Set Licenses give users access to Financial Services Cloud features?

- A. Action Plans
- B. Mortgage
- C. Financial Services Cloud Standard
- D. Lightning Scheduler Resource
- E. FSC Insurance

Answer: A,C,E

Explanation:

The following Permission Set Licenses give users access to Financial Services Cloud features:

Financial Services Cloud Standard: This license enables user access to a license with contractual restrictions for Financial Services Cloud and provides access to core objects such as accounts, contacts, leads, opportunities, cases, activities, reports, dashboards, and custom objects. This license also provides access to some Financial Services Cloud features such as Action Plans, Actionable Relationship Center (ARC), Branch Management, Complaint Management, Data Consumption Framework (DCF), Discovery Framework (DF), Document Generation (DG), Groups (Householding), Intelligent Document Automation (IDA), Intelligent Need-Based Referrals and Scoring (INRS), Referral Management (RM), Relationship Builder (RB), Relationship Groups (RG), Relationship Map (RM), Timeline (TL)1.

Action Plans: This license enables user access to the Action Plans feature, which allows users to create templates for common client processes, such as loan approval, account opening, or financial review. Action Plans can create repeatable tasks and automate the task sequences when executed2.

FSC Insurance: This license enables user access to the Insurance feature, which allows users to manage insurance policies and claims for clients. This license also provides access to some Insurance objects such as Policy, Claim, Coverage Type, Policy Product, Policy Product Offering. Verified References: 12

NEW QUESTION # 164

For which three objects are Rollup By Lookup (RBL) summaries are available?

- A. Claims
- B. Financial Accounts
- C. Life Events
- D. Assets and Liabilities
- E. Contacts

Answer: A,B,D

NEW QUESTION # 165

The Salesforce Admin wants to change the fields that are showing on the Actionable Relationship Center Household Card. How can the Admin achieve this?

- A. Edit Household Page Compact Layout on the Account Object.
- B. Use the Schema Builder to update the field on the Household Card.
- C. Edit Household Page Compact Layout on the Contact Object.

- D. Change the fields directly from the card.

Answer: A

NEW QUESTION # 166

Lake Tahoe Bank would like to restrict their FSC users from viewing certain types of milestones that might be irrelevant to their customers or might cause negative sentiment. How can a SF implement such a requirement?

(1 correct answer)

- A. Remove the relevant permissions from the User Profile
- **B. Leverage Hide Sensitive Life Event Types & Business Milestone Types**
- C. Create custom sharing rules on the Milestone object
- D. Use FLS on Milestones

Answer: B

NEW QUESTION # 167

A System Administrator has received a note from one of the portfolio managers that the Actionable Relationship Center (ARC) is not visible when the portfolio manager was trying to set up relationships between two accounts. The portfolio manager has also mentioned that other colleagues in the same role have access to it and are able to use it to manage their customer's relationships. What is a possible cause for this?

- A. The portfolio manager does not have access to the account records that he is trying to create for.
- **B. The portfolio manager has not been given the permissions that enable users to view and manage ARC**
- C. The portfolio manager does not have access to the Lightning page that has the ARC component added
- D. The ARC Component has not been added to the page layout

Answer: B

Explanation:

Explanation

A possible cause for why the portfolio manager cannot see ARC when trying to set up relationships between two accounts is that he has not been given the permissions that enable users to view and manage ARC. To access ARC, users need to have certain permissions and settings enabled in their user profile or permission set, such as:

View Setup and Configuration

Customize Application

Manage Custom Permissions

Financial Services Cloud Standard User




Financial Services Cloud Admin If any of these permissions or settings are missing, users may not be able to see or use ARC properly. Verified References: : Salesforce Help Article 5

NEW QUESTION # 168

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