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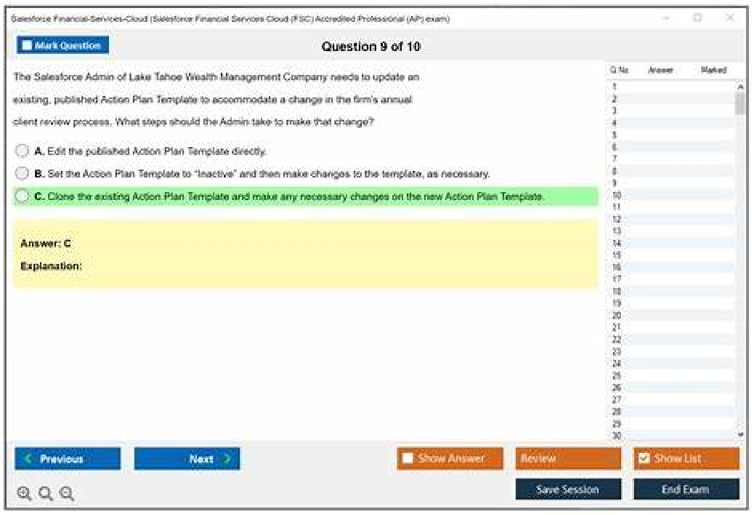

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The FSC Certification Exam consists of multiple-choice questions designed to test a candidate's knowledge and understanding of various financial services concepts and Salesforce Financial Services Cloud features. Financial-Services-Cloud exam covers topics such as financial planning, investment management, client relationship management, and regulatory compliance. To pass the exam and earn the FSC Accredited Professional Certification, candidates must demonstrate their proficiency in all these areas. Salesforce Financial Services Cloud (FSC) Accredited Professional certification is a valuable credential for financial services professionals seeking to advance their careers and demonstrate their expertise in managing financial services on the Salesforce platform.

Salesforce Financial-Services-Cloud Accredited Professional Exam consists of 60 multiple-choice questions, which must be answered within 105 minutes. Financial-Services-Cloud exam covers a range of topics, including the use of the Salesforce platform in financial services, customer relationship management, financial services product management, and regulatory compliance.

Salesforce Financial Services Cloud (FSC) Accredited Professional Certification Exam is a multiple-choice exam that consists of 60 questions. Candidates are given 90 minutes to complete the exam, and a passing score of 70% or higher is required to achieve certification. Financial-Services-Cloud exam can be taken online and is available in multiple languages.

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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q146-Q151):

NEW QUESTION # 146
Which three of the following statements are correct about the Actionable Relationship Center Manager (ARC)?

- A. ARC displays up to 5 related lists that have a configured compact layout.
- B. The Salesforce Admin has to create a permission set for granting access to the ARC - FSC Lightning component.
- C. ARC is certified to work with Person Accounts and Individual Accounts.
- D. The Association Type picklist controls the account-account relationship that display in the ARC.
- E. To enable users to see the ARC, you will need to add the component for ARC to the page layout.

Answer: A,D,E

Explanation:
The following statements are correct about the Actionable Relationship Center Manager (ARC):
To enable users to see the ARC, you will need to add the component forARC to the page layout. The ARC is a Lightning component that can be added to any Lightning page that supports components, such as record pages, app pages, or Home pages. You can use the Lightning App Builder to drag and drop the ARC component to the desired location on the page layout.
ARC displays up to 5 related lists that have a configured compact layout. The ARC shows a graphical representation of the account-account relationships for a selected record, as well as related lists of other records that are associated with the account, such as contacts, financial accounts, or opportunities. The ARC can display up to 5 related lists at a time, and each related list must have a compact layout configured to show relevant fields.
The Association Type picklist controls the account-account relationship that display in the ARC. The Association Type picklist is a field on the Account Relationship object that defines the type of relationship between two accounts, such as Household Member, Business Owner, Trustee, orFriend. The ARC uses this field to filter and display the account-account relationships for a selected record. You can customize this picklist to add or remove values according to your business needs. Verified References: : Salesforce Help Article 3 : Salesforce Help Article 4 : Salesforce Help Article 5

NEW QUESTION # 147
Which 3 out of the box capabilities come with Financial Services Cloud Lead & Referral Management?

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

Answer: A,B,D

Explanation:
The following out of the box capabilities come with Financial Services Cloud Lead & Referral Management:
Referral Conversion: This capability allows you toconvert 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 # 148
A financial services company is migrating a legacy customer relationship management system to Financial Services Cloud (FSC).
The company is requesting that its consulting partner introduce specific customer interaction features mapped to its business processes.
What should the consultant consider when introducing the FSC features?

- A. If there is a business process for showing common interests and needs across the company's clients, the Interaction Summaries component is recommended to use.
- B. If there is a business process for limiting role-based data visibility, the Interaction Summaries component is recommended to use.
- C. If there is a business process for tracking the customer life events and milestones, and timely reminding of opportunities, the Action Plan component is recommended to use.
- D. If there is a business process for taking detailed notesfor client meetings and adding action items, the Action Plan component is recommended to use.

Answer: D

Explanation:
Reference: Action Plans in Financial Services Cloud for Admins | Salesforce Trailhead Explanation: Action Plans are a feature of Financial Services Cloud that allow users to create and execute repeatable tasks based on predefined templates. Action Plans can help streamline and standardize business processes, such as onboarding new clients, conducting annual reviews, or resolving service requests. Action Plans can also capture detailed notes for client meetings and add action items to follow up.

NEW QUESTION # 149
A financial services company must add details to the default business hours record. For company-wide holidays, the company wants the option to skip non-work days in Action Plan when setting task completion dates.
What should the administrator configure to meet the requirement?

- A. Omit the day's start and end time fields when the administrator wants to indicate a non- working day.
- B. Add non-work days to the date offset when calculating the task completion date is automatic; no setup is required.
- C. Select Recurring Holidays as Action Plans and consider recurring holidays when determining the non-work days to skip.
- D. Configure the day without business hours, it is considered a non-work day, even if the day is a recurring holiday.

Answer: D

Explanation:
Explanation
To skip non-work days in Action Plan when setting task completion dates, the administrator should configure the day without business hours, as it is considered a non-work day, even if the day is a recurring holiday. This means that the administrator should leave the start and end time fields blank for any day that is not a working day, such as Saturday or Sunday. Action Plans will then automatically omit those days when calculating the task completion dates based on the business hours1. Recurring holidays are not considered by Action Plans when determining the non-work days to skip2.
References:
Set Business Hours
Set Up Company-wide Holidays

NEW QUESTION # 150
Which setting in Action Plans helps to avoid non working hours, company holidays, and other non working days for deadline calculation?

- A. Skip Non-Work Days For Tasks
- B. Skip Non-Work Days for Deadlines
- C. Skip Non-Work Days for Action Plans
- D. Sync with Company Calendar

Answer: C

NEW QUESTION # 151
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