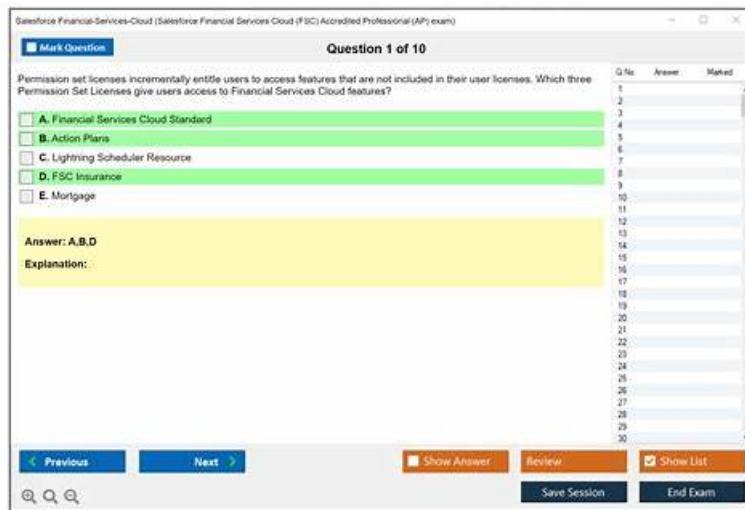


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Salesforce Financial Services Cloud (FSC) is a comprehensive platform designed specifically for financial service providers. It offers a range of tools and features that help financial service providers manage their clients' accounts, track investments, and monitor financial performance. The Salesforce FSC Accredited Professional Certification Exam is designed to test professionals' knowledge of the platform and their ability to leverage it to provide top-notch financial services to clients. Salesforce Financial Services Cloud (FSC) Accredited Professional certification is highly respected in the industry and can help professionals advance their careers by demonstrating their skills and knowledge.

Salesforce Financial Services Cloud (FSC) Accredited Professional certification exam is a highly sought-after designation for professionals in the financial services industry. Salesforce Financial Services Cloud (FSC) Accredited Professional certification is designed to validate the skills and knowledge required to implement and use the Salesforce Financial Services Cloud platform effectively. Salesforce Financial Services Cloud (FSC) Accredited Professional certification exam is challenging and requires extensive preparation, but the benefits of earning this designation are well worth the effort.

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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q88-Q93):

NEW QUESTION # 88

Which three types of Account-Account relationships are displayed in the Actionable Relationship Center?

- A. Accounts & Groups
- B. Accounts & Peers
- C. Accounts & Members
- D. Accounts & Businesses

Answer: A,B,D

Explanation:

Explanation

The following types of Account-Account relationships are displayed in the Actionable Relationship Center (ARC):

Accounts & Businesses: This type of relationship shows the accounts that are related to a business account, such as owners, partners, or beneficiaries. You can use this type of relationship to understand the ownership structure and financial interests of a business account.

Accounts & Peers: This type of relationship shows the accounts that are related to another account by a peer-to-peer relationship, such as friends, colleagues, or associates. You can use this type of relationship to identify potential referrals and cross-selling opportunities from an account's network.

Accounts & Groups: This type of relationship shows the accounts that are related to a group account, such as household members, trust members, or business group members. You can use this type of relationship to view the aggregated financial data and activities of a group account. Verified References:

Salesforce Help Article 2 : Salesforce Help Article 3 : Salesforce Help Article 4

NEW QUESTION # 89

Universal container has two sales groups; each group has its own unique sales process.

What is the best way to ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?

- A. Record Types
- B. Roles
- C. Multi-Select Picklists
- D. Page Layouts

Answer: A

NEW QUESTION # 90

A financial institution has custom security and visibility rules where certain users need to see specific records even though they are not typically engaged in that Account. This includes legal and compliance members who must be engaged for particular deals.

Which Financial Services Cloud capability provides the ability to accommodate this request?

- A. Custom Sharings Rules
- B. Compliant Data Sharing
- C. Business Rules Engine
- D. Interaction Summaries

Answer: B

Explanation:

The Financial Services Cloud capability that provides the ability to accommodate the request of sharing specific records with certain users who are not typically engaged in that account is Compliant Data Sharing.

Compliant Data Sharing is a feature that allows users to share records with other users based on criteria such as record type or field value. Users can create sharing rules for objects such as account, contact, individual, financial account role, opportunity participant role, or case team role. By using Compliant Data Sharing, the financial institution can share records with legal and compliance members who must be engaged for particular deals based on a field value that indicates the deal type.

NEW QUESTION # 91

If a client is associated with more than one Household or Group, where will this clients records get rolled up to?

- A. to the household with the client's primary address
- **B. to the household selected by the advisor for record rollups.**
- C. to the Household where the client is the primary member
- D. to all the parent households and groups

Answer: B

Explanation:

If a client is associated with more than one Household or Group, their records will get rolled up to the household selected by the advisor for record rollups. A Household or Group is a construct in Financial Services Cloud that allows you to group related accounts together and view their aggregated financial data and activities. A client can belong to multiple Households or Groups, but only one of them can be selected as their primary Group for record rollups. The primary Group determines which Household or Group will display the client's records in its summary components or related lists. The advisor can select or change the primary Group for a client using the Primary Group field on the client's record page. Verified Reference: : Salesforce Help Article 6

NEW QUESTION # 92

Scott Adams calls his Personal Banker Hank Burton to apply for a loan to buy a boat. Hanks wants to refer Scott to the loan department, but the current process is manual and time-consuming. Hank is asking the bank's System Administrator to automate Referral creation in Salesforce. How can the Admin speed up and simplify Referral creation?

- **A. Use Global Action To create Referrals.**
- B. Use
- C. Write a trigger to create Referrals from a 'Create Referral*' button.
- D. Use the Case process and create Cases with Case Type 'Referral'.

Answer: A

Explanation:

To speed up and simplify Referral creation in Salesforce, the Admin can use Global Action to create Referrals. Global Actions are actions that let users create records without leaving their current page or context. By using Global Actions, the Admin can enable Hank to create Referrals from any page in Salesforce, such as Chatter, Home, or Account pages. The Admin can also customize the layout and fields of the Global Action to capture only relevant information for Referrals

NEW QUESTION # 93

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