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Salesforce Public Sector Solutions Accredited Professional Sample Questions (Q65-Q70):

NEW QUESTION # 65

A government agency wants to implement the Licenses, Permits, and Inspections modules of Public Sector Solutions. The agency needs to issue licenses and permits to two different sets of constituents; business constituents and private constituents. The agency would like to roll out licenses and permits to their business constituents first, followed by the private constituents at a later date. What data model and implementation strategy should a technical consultant recommend to the government agency for this use case?

- A. Implement both the Business Account and Contact data model for business constituents and the Household Account and Contact data model for private constituents at the same time.
- B. Implement both the Business Account and Contact data model for business constituents and the Person Account data model for private constituents at the same time.
- C. Implement the Business Account and Contact data model for business constituents now, and implement the Household Account and Contact data model for private constituents at a later date.
- D. Implement the Business Account and Contact data model for business constituents now, and implement the Person Account data model for private constituents at a later date.

Answer: D

Explanation:
This recommendation aligns with the implementation strategy required by the government agency. Here's the rationale:
* Business Account and Contact data model is designed for managing entities like businesses, organizations, and their associated contacts.
* Rolling out this model first ensures the agency can meet its priority of addressing business constituents before private constituents.
* Person Account data model is tailored for individuals acting as their own account, which is suitable for private constituents.
* Implementing this at a later stage aligns with the phased rollout strategy the agency prefers.
* Starting with only the Business Account and Contact model keeps the initial implementation focused and avoids unnecessary complexity.
* A phased approach allows the agency to learn and refine processes during the first phase (business constituents), then expand to private constituents.
* B. Business Account and Household Account/Contact data model:
* The Household Account model is not recommended for this use case. It is primarily used in Salesforce Nonprofit Success Pack (NPSP), not Public Sector Solutions. For private constituents, the Person Account model is more suitable.
* C. Implementing both models at the same time:
* Rolling out both models simultaneously (Business Account and Person Account) adds complexity to the implementation. It would require handling two different constituent types from the start, which is against the phased approach preferred by the agency.
* D. Implementing Business Account and Household Account at the same time:
* This option introduces an unnecessary mix of data models (Household Accounts instead of Person Accounts). Additionally, implementing both at once contradicts the agency's phased rollout preference.
1. Business Constituents First:2. Private Constituents Later:3. Avoiding Complexity During Initial Rollout:
Why Not the Other Options?Conclusion:To meet the agency's requirements, the technical consultant should recommend implementing the Business Account and Contact data model for business constituents now and the Person Account data model for private constituents at a later stage.

NEW QUESTION # 66

A government agency is evaluating the use of Public Sector Solutions. Their legacy solution has been in place for over 20 years; many of their current processes and files are still manual and paper-based. The agency would like to digitize and automate more of its processes and files going forward.
Which Public Sector Solution should a Technical Consultant recommend for this use case?

- A. Smart Forms
- B. Business Rule Engine
- C. Workflows
- D. Intelligent Document Automation

Answer: D

Explanation:
For a government agency looking to digitize and automate manual and paper-based processes, Intelligent Document Automation

(IDA) is a highly recommended solution within the Salesforce Public Sector Solutions suite. IDA allows organizations to convert paper documents into digital format, automate the extraction of data from these documents, and streamline document processing workflows. This capability is crucial for an agency with a legacy system looking to modernize its operations. IDA can significantly reduce manual data entry, improve data accuracy, and accelerate processing times for various applications and documents. This recommendation aligns with Salesforce's emphasis on digital transformation and process automation, leveraging advanced technologies like AI and machine learning to optimize public sector operations.

NEW QUESTION # 67

The Department of Disaster Assistance is implementing Grams Management using Public Sector Solutions.
One of the pain points in the current process is that every grant application reviewer follows a different business process to review the applications received. A solution has been engaged to standardize this process using the Public Sector Solution toolkit. What should be the best solution to achieve this task?

- A. Use Action Plans on Accounts to define due diligence steps, related tasks, and documents to collect.
- B. Develop a standard set of processes/guides to coach the reviewers and ask them to follow them without fail.
- C. Create a guided omniscript guided process to define due diligence steps, related tasks, and documents to collect.
- D. Use a screen flow on Accounts to define due diligence steps, related tasks, and documents to collect.

Answer: A

Explanation:
Using Action Plans on Accounts to define due diligence steps, related tasks, and documents to collect is the best solution to standardize the business process for reviewing grant applications. Action Plans are a feature of Public Sector Solutions that can help public sector agencies to create and manage tasks and subtasks for different types of records, such as accounts or cases. Action Plans can be used to define due diligence steps, such as verifying eligibility or checking references, related tasks, such as sending emails or making calls, and documents to collect, such as financial statements or tax returns. Action Plans can also be applied to grant applications using the Account object, which is a standard object that can store information about grant applicants or recipients. Reference: https://help.salesforce.com/s/articleView?
id=psc_admin_setup_action_plans.htm&type=5&language=en_US

NEW QUESTION # 68

A public sector agency has implemented Public Sector Solutions for managing their Grants program. The agency authorities have received a complaint from an applicant whose eligibility was declined for the program.
How should the agency authorities check how the eligibility was determined for this application record?

- A. Use Salesforce debug logs using Developer Console to understand how the eligibility is being determined
- B. Use Public Sector Solutions - Selection Explainer to understand how the selection was made
- C. Use Decision Explainer to understand how the decision was made
- D. Do testing with relevant data sets and check how each test behaves

Answer: C

Explanation:
When an applicant's eligibility for a grant program is declined, and the decision needs to be reviewed or explained within Salesforce Public Sector Solutions, the appropriate tool to use is the Decision Explainer (Option B). This functionality is part of Salesforce's intelligent decision-making tools that provide insights into how decisions were derived based on the configured criteria and data inputs. The Decision Explainer allows administrators or authorized users to review the decision-making process in detail, identifying exactly why an application was declined based on eligibility or other criteria.
Other options like using Salesforce debug logs (Option A) or testing with relevant data sets (Option C) are less direct and can be more time-consuming without providing the specific, user-friendly explanations that the Decision Explainer offers. The Selection Explainer (Option D) is not specifically a standard Salesforce tool under this name, making Option B the most accurate and relevant choice.

NEW QUESTION # 69

Foodvania has adopted Salesforce Public Sector Solutions to get relief to small businesses experiencing hardship due to the pandemic. Foodvania would like the recipients to apply for relief in a self-service portal, allowing for the upload of supporting documentation and the capability to check the status of their application. What should the consultant recommend using?

- A. The consultant should recommend the Grants Management product which Includes the Grants Portal feature
- B. The consultant should recommend the Grants Management product with the Outbound Funds Module to give the recipients the capability to review their applications status.
- C. The consultant should recommend the Outbound Funds Module Which Includes the Grants Portal feature and the procurement for an allotment to Experience Cloud licenses so as the recipients may review their applications status
- D. The consultant should recommend the Outbound Funds Module Which Includes the Grants Portal feature

Answer: A

Explanation:
The consultant should recommend the Grants Management product which includes the Grants Portal feature to allow the recipients to apply for relief in a self-service portal, allowing for the upload of supporting documentation and the capability to check the status of their application. Grants Management is a prebuilt app that comes with Public Sector Solutions. It can help public sector agencies to manage the entire grant lifecycle, from application to award to reporting. Grants Portal is a component of Grants Management that can help public sector agencies to create a digital experience site for grant applicants or recipients. Grants Portal can allow the recipients to apply for relief in a self-service portal, upload supporting documentation, and check the status of their application.
Reference: https://help.salesforce.com/s/articleView?
id=psc_admin_setup_grants_management.htm&type=5&language=en_US

NEW QUESTION # 70
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