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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q65-Q70):

NEW QUESTION # 65

What feature does a Salesforce Administrator need to enable so users can see all the referrals for the members of a group?

- A. Referrals Rollups
- B. Referral Group Process Builder
- C. Group Member Referrals

- D. Referral Scoring

Answer: A

Explanation:

Referrals Rollups is a feature that enables users to see all the referrals for the members of a group, such as a branch or a team. It also allows users to filter referrals by status, priority, or owner.

NEW QUESTION # 66

Lake Tahoe Bank is evaluating Financial Services Cloud to help them deliver a customer-centric view. They currently have a heavily customized Salesforce implementation with a product-centric design. Lake Tahoe Bank wants to make sure planned changes have a minimal impact on users during implementation. What is the recommended approach for implementing Financial Services Cloud at Lake Tahoe Bank?

- A. Implement Financial Service Cloud in a Trial org and convert the Trial org to production org.
- B. Implement Financial Service Cloud in the existing org's Sandbox and then deploy to production org to mitigate the end-user impact
- C. Implement Financial Service Cloud in the existing org (Brown Field).
- **D. Implement Financial Service Cloud in a new org (Green Field) and redesign business capabilities in the new org.**

Answer: D

Explanation:

The recommended approach for implementing Financial Services Cloud at Lake Tahoe Bank is to implement Financial Service Cloud in a new org (Green Field) and redesign business capabilities in the new org. This approach allows Lake Tahoe Bank to leverage the best practices and features of Financial Services Cloud without being constrained by their existing customizations and data model. It also minimizes the impact on users during implementation, as they can continue to use their current system until the new org is ready to go live. A green field implementation requires careful planning, data migration, and change management, but it can result in a more efficient and customer-centric solution. Verified References: : Salesforce Financial Services Cloud Implementation Guide, page 8.

NEW QUESTION # 67

Which two statements are true for a Group in Financial Services Cloud?

- **A. A group is a type of account record that people and businesses can be related to through the account contact relationship object.**
- B. Financial Services Cloud includes a group record type for businesses
- **C. Financial Services Cloud includes a group record type for households**
- D. A group is a type of account record that people and businesses can be related to through the Financial Account relationship object

Answer: A,C

NEW QUESTION # 68

What 2 consideration should the Salesforce Admin review before implementing Lightning Flows?

- **A. The Flow users must have access to the underlying objects and fields that are included in that process**
- B. The Flow users require a flow permission set license
- C. Flow screen input components can only be used in FSC Lightning Flow Templates
- **D. Lightning flow for FSC is not available for the Individual Object Model**

Answer: A,D

NEW QUESTION # 69

Sales representatives at universal containers should not be able to create leads, delete their own accounts, or send mass emails. How can an administrator meet these requirements?

- A. Create a sharing rule.
- **B. Create a custom profile.**
- C. Change the organization-wide default settings.
- D. Modify a standard profile.

Answer: B

NEW QUESTION # 70

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