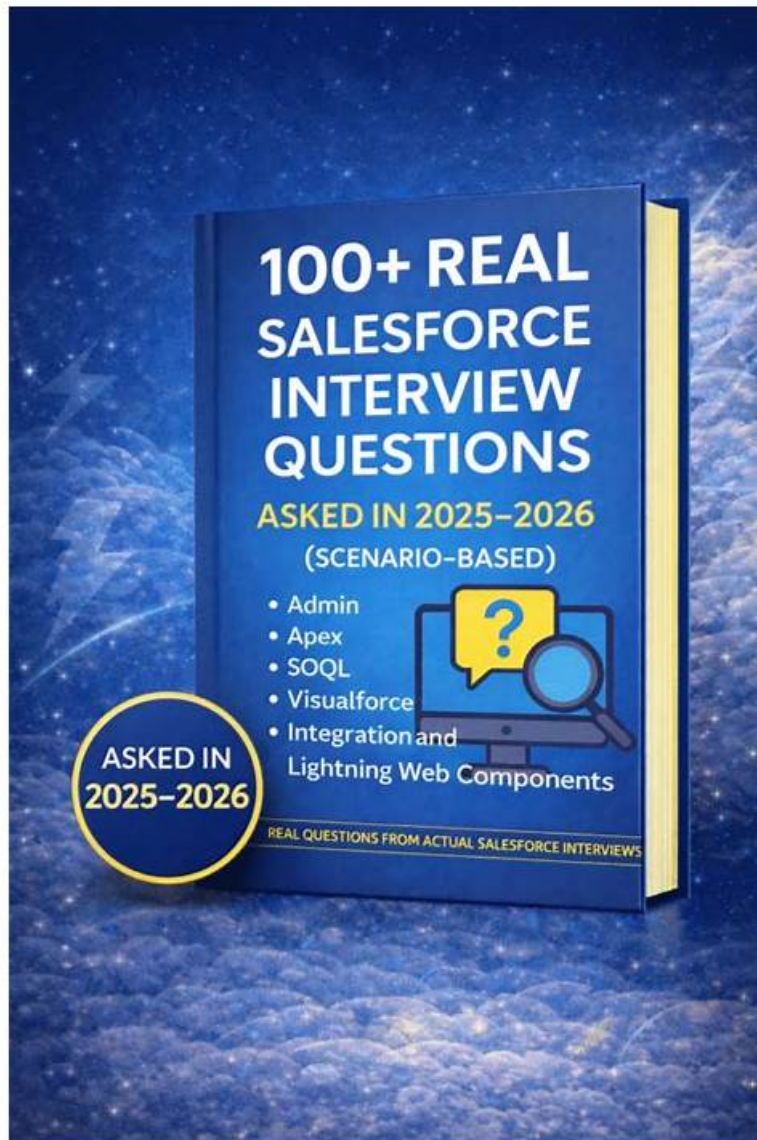


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## Salesforce Financial Services Cloud Accredited Professional Sample Questions (Q129-Q134):

### NEW QUESTION # 129

A financial services company needs a custom field for reporting when relating two business accounts to each other. Which object should the administrator configure the custom field on?

- **A. Account Account Relationship**
- B. Contact-Contact Relationship
- C. Account Contact Relationship
- D. Account

**Answer: A**

Explanation:

To configure a custom field for reporting when relating two business accounts to each other, the administrator should configure the custom field on the Account-Account Relationship object. The Account-Account Relationship object is a custom object in Financial Services Cloud that allows you to create and manage relationships between two accounts, such as Household Member, Business Owner, Trustee, or Friend. You can use the Account-Account Relationship object to store additional information about the relationship between two accounts, such as role, start date, end date, or status. You can also use the Account-Account Relationship object to report on the account-account relationships and analyze their impact on your business.

Verified References: : Salesforce Help Article [4] : Salesforce Help Article [5]

### NEW QUESTION # 130

How should developers configure customized nodes for display in the Actionable Relationship Center (ARC)?

- **A. Reference the flex Card in the Display properties of the custom ARC relationship graph.**
- B. Reference the Lightning web component in the Display properties of the custom ARC relationship graph.
- C. Select Omni Script from the node Actions tab to show the node in an Omni Script.
- D. Select Use Flex Card from the node Display tab to show the node in a Flex Card

**Answer: A**

Explanation:

Reference: Create and View Custom ARC Graphs | Salesforce Help

Explanation: A flex card is a Lightning web component that displays information about a node in the Actionable Relationship Center (ARC). A flex card can be customized to show different fields, actions, and related lists for different node types. Developers can reference the flex card in the Display properties of the custom ARC relationship graph to configure how each node is displayed in ARC.

### NEW QUESTION # 131

Lake Tahoe Bank, an existing Salesforce customer, is planning to implement Financial Services Cloud. Their Salesforce Admin is considering whether to use a new Salesforce org or upgrade the existing org. Which three of the considerations below indicate that a new Salesforce org is the better choice?

- A. Data migration is a big concern The current org has a large amount of data and the Bank wants to minimize data migration efforts.
- **B. The bank wants to use this project as an opportunity to retire customization**
- **C. The current implementation is using a product-centric view and the bank wants to move to a customer-centric view.**
- **D. Existing business capabilities and processes can be redesigned to deliver a higher business impact**
- E. The bank has limited redesign opportunities for business capabilities.

**Answer: B,C,D**

Explanation:

The following considerations indicate that a new Salesforce org is the better choice for implementing Financial Services Cloud: The bank wants to use this project as an opportunity to retire customization. A new org will allow the bank to start fresh and avoid carrying over unnecessary or outdated customization that may conflict with Financial Services Cloud features or best practices. The current implementation is using a product-centric view and the bank wants to move to a customer-centric view. A new org will allow the bank to adopt the Financial Services Cloud data model, which is designed to provide a holistic view of the customer and their relationships, goals, financial accounts, activities, and interactions. Existing business capabilities and processes can be redesigned to deliver a higher business impact. A new org will allow the bank to leverage the Financial Services Cloud capabilities, such as Action Plans, Relationship Groups, Rollup By Lookup, Service Processes, etc., to optimize their business processes and enhance their customer experience. Verified References: : Salesforce Help Article 6

### NEW QUESTION # 132

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

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

**Answer: A,B,C**

Explanation:

Rollup By Lookup (RBL) summaries are available for the following objects:  
Financial Accounts, which are records that represent financial products or services that a client owns or uses<sup>1</sup>.  
Assets and Liabilities, which are records that represent the value of what a client owns or owes<sup>1</sup>.  
Contacts, which are records that represent individuals who are associated with an account<sup>3</sup>.

### NEW QUESTION # 133

Where should a Salesforce Administrator go to add custom icons to the Life Events and Business Milestones?

- A. Setup > User Interface > icons > Life Events and Business Milestones
- B. Setup > Financial Services > Icons > Life Events and Business Milestones
- C. Lightning PageLayout > Life Events and Business Milestones Lightning Component > Page Icon Properties
- D. Setup > Custom Code > Static Resources

**Answer: D**

Explanation:

To add custom icons to the Life Events and Business Milestones, you need to upload them as static resources in Setup > Custom Code > Static Resources. You also need to update the Icon Name field on the Life Event and Business Milestone objects to match the name of the static resource. Verified References: : Salesforce Financial Services Cloud Implementation Guide, page 58.

### NEW QUESTION # 134

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