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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q111-Q116):

NEW QUESTION # 111
Lake Tahoe Bank's System Administrator is implementing intelligent Need-Based Referrals in Salesforce. Referrals are modeled on the Lead object. Which three Lead features can the System Admin use for Intelligent Need-Based Referrals?

- A. Web to-Lead
- B. Lead Routing
- C. Einstein Lead Scoring

- D. Lead Assignment Rules
- E. Lead Approval

Answer: B,C,D

NEW QUESTION # 112

Personal Banker Hank Burton is questioning hisReferral Score shown in Salesforce Financial Services Cloud.
When is the Referral Score updated?

- A. The Referral Score updated when a lead is created using the referralrecord type.
- B. The Referral Score updated when a referral is assigned from the queue to a user.
- C. The Referral Score updated when an opportunity associated with the Referral is Closed Won
- D. The Referral Score updated when a referral is convened to an Opportunity or closed.

Answer: C

Explanation:
The Referral Score is updated when an opportunityassociated with the Referral is Closed Won. The Referral Score is a metric that measures the quality and quantity of referrals that a user creates or receives. The Referral Score is calculated as the number of referrals converted to opportunitiesdivided by the total number of referrals. The Referral Score is displayed in the Referral Summary component on the user's Home page or record page. The Referral Score is updated whenever a referral is converted to an opportunity or an opportunity is closed as won or lost. Verified References: : Salesforce Help Article 2 : Salesforce Help Article 4

NEW QUESTION # 113

Permission setlicenses incrementally entitle users to access features that are not included in their user licenses.
Which three Permission Set Licenses give users access to Financial Services Cloud features?

- A. FSC Insurance
- B. Financial Services Cloud Standard
- C. Lightning Scheduler Resource
- D. Mortgage
- E. Action Plans

Answer: A,B,E

Explanation:
The following Permission Set Licenses give users access to Financial Services Cloud features:
Financial Services Cloud Standard: This license enables user access to a license with contractual restrictions for Financial Services Cloud and provides access to core objects such as accounts, contacts, leads, opportunities, cases, activities, reports, dashboards, and custom objects. This license also provides access to some Financial Services Cloud features such as Action Plans, Actionable Relationship Center (ARC), Branch Management, Complaint Management, Data Consumption Framework (DCF), Discovery Framework (DF), Document Generation (DG), Groups (Householding), Intelligent Document Automation (IDA), Intelligent Need-Based Referrals and Scoring (INRS), Referral Management (RM), Relationship Builder (RB), Relationship Groups (RG), Relationship Map (RM), Timeline (TL)1.
Action Plans: This license enables user access to the Action Plansfeature, which allows users to create templates for common client processes, such as loan approval, account opening, or financial review. Action Plans can create repeatable tasks and automate the task sequences when executed2.
FSC Insurance: This license enables user access to the Insurance feature, whichallows users to manage insurance policies and claims for clients. This license also provides access to some Insurance objects such as Policy, Claim, Coverage Type, Policy Product, Policy Product Offering. Verified References: 12

NEW QUESTION # 114

What should an administrator consider when setting up case feed?

- A. The Use Case Feed permission is automatically active for all profiles
- B. Case feed requires the Service Cloud User feature license
- C. Chatter Feed tracking must be enabled for the case object.
- D. Case feed replaces the standard case detail page by default

Answer: C

NEW QUESTION # 115

Cumulus Bank has branches in multiple countries that are required to report in local currency, while the corporate headquarters office wishes to see reports in a single currency (the corporate currency).

Which solution should a consultant recommend to meet these requirements?

- A. Use a third party from AppExchange add-on to implement currency conversions.
- B. Enable multiple currencies and advanced currency management, and set a corporate currency for the corporate headquarters office.
- C. Set the default currency for head office and have the regions download their reports to Excel and convert them manually.
- D. Allow users to set their preferred currency in their profile and design reports that convert currencies for the user running the report.

Answer: B

Explanation:

Reference: Discover Multiple Currency Settings Unit | Salesforce Trailhead Explanation: Multiple currencies is a feature of Salesforce that allows organizations to work with more than one currency in their records, reports, and forecasts. Multiple currencies can help organizations that operate in different countries or regions to manage their financial data in local currencies, while also providing a consistent view of the data in a single corporate currency. Advanced currency management is a feature of Salesforce that allows organizations to track historical exchange rates and apply them to records based on their close date. Advanced currency management can help organizations that deal with fluctuating exchange rates to accurately report on their revenue and performance over time.

To enable and apply multiple currencies, the administrator needs to do the following steps:

From Setup, in the Quick Find, search for Company Information, then select Company Information.

Click Edit.

Check Activate Multiple Currencies.

Click Save.

From Setup, in the Quick Find, search for Manage Currencies, then select Manage Currencies.

Click Enable Advanced Currency Management.

Click Save.

Set the corporate currency for the corporate headquarters office by editing the currency field on the account record.

NEW QUESTION # 116

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