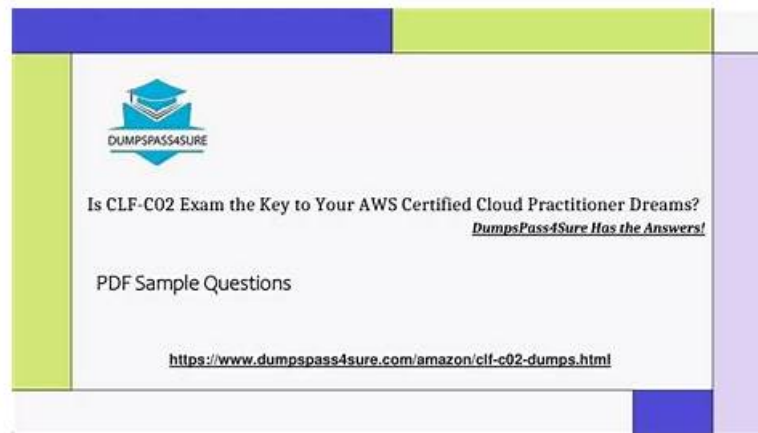


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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q149-Q154):

NEW QUESTION # 149

Which feature in Financial Services Cloud helps businesses identify, track, and route customer needs?

- A. Lightning App Builder
- **B. Intelligent Needs-Based Referrals**
- C. Relationship Builder and Map
- D. Surveys

Answer: B

NEW QUESTION # 150

A commercial loan due diligence process is handled by multiple individuals at Lake Tahoe Bank. Lake Tahoe Bank wants an easy way for managers to distribute the work, to understand the % completion of the due diligence process per client and report on the performance of the department to show possible bottlenecks.

What FSC feature can Lake Tahoe Bank use to track this process?

- A. Flows
- B. Workflow Rules/Process Builder
- C. Apex Triggers on the task object
- **D. Action Plans**

Answer: D

Explanation:

Again, Action Plans are a feature that can help users track and manage common client processes. For a commercial loan due diligence process, users can create an Action Plan Template with tasks such as verifying income, checking credit history, appraising collateral, etc. Users can also assign different task owners and deadlines for each task to distribute the work and monitor the progress. Users can also use dashboards and reports to view the % completion of the due diligence process per client and report on the performance of the department to show possible bottlenecks.

NEW QUESTION # 151

It has been determined that integration with an external system is required, as the data needed by a wealth management client resides in another system. This data will be sent from the external system via an API, and Salesforce needs to be configured in preparation for the data.

Which two items should be configured?

- A. A Lightning web component to restrict data from users
- **B. An integration User and Integration Profile to enable the connection**
- **C. Objects and fields to store the data**
- D. A flow to get the data into Salesforce

Answer: B,C

Explanation:

To integrate with an external system, Salesforce needs to have objects and fields that can store the data that will be sent from the external system via an API. These objects and fields should match the data structure and format of the external system as much as possible. Additionally, Salesforce needs to have an integration user and an integration profile that can enable the connection between Salesforce and the external system. The integration user is a dedicated user account that has access to the API and can perform data operations on behalf of other users. The integration profile is a custom profile that defines the permissions and settings for the integration user.

NEW QUESTION # 152

Lake Tahoe Bank would like to restrict their FSC users from viewing certain types of milestones that might be irrelevant to their customers or might cause negative sentiment. How can a SF implement such a requirement?
(1 correct answer)

- A. Use FLS on Milestones
- **B. Leverage Hide Sensitive Life Event Types & Business Milestone Types**
- C. Create custom sharing rules on the Milestone object
- D. Remove the relevant permissions from the User Profile

Answer: B

NEW QUESTION # 153

A wealth management firm is looking to start tracking its clients' hobbies for marketing purposes in Salesforce. Which Financial Services Cloud feature is most suitable for this?

- A. Engagement Topics
- B. Alerts
- **C. Interest Tags**
- D. Topics

Answer: C

Explanation:

The Financial Services Cloud feature that is most suitable for tracking clients' hobbies for marketing purposes is Interest Tags. Interest Tags are features that allow users to add tags to contacts or individuals based on their interests or preferences. Users can create custom interest tags or use predefined ones from FSC. By using Interest Tags, the wealth management firm can capture its clients' hobbies and use them for marketing segmentation or personalization.

NEW QUESTION # 154

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It is believe that employers nowadays are more open to learn new knowledge, as they realize that Salesforce certification may be conducive to them in refreshing their life, especially in their career arena. We attract customers by our fabulous Financial-Services-Cloud certification material and high pass rate, which are the most powerful evidence to show our strength. We are so proud to tell you that according to the statistics from our customers' feedback, the pass rate among our customers who prepared for the exam with our Financial-Services-Cloud Test Guide have reached as high as 99%, which definitely ranks the top among our peers. Hence one can see that the Salesforce Financial Services Cloud (FSC) Accredited Professional learn tool compiled by our company are definitely the best choice for you.

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