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Salesforce Financial Services Cloud Accredited Professional Sample Questions (Q27-Q32):

NEW QUESTION # 27

A company wants to convert its Salesforce Financial Services Cloud implementation from using the individual account model to using person accounts.

Which three things should a consultant do to prepare for the conversion?

- A. Ensure each account.phone field in the individual account record is blank.
- B. Update all opportunities linked to individual account records to be owned by the individual account record's owner.
- C. **Test out the conversion in a sandbox, including all integrations and customizations.**
- D. **Ensure all individual account records to be converted are only linked to exactly one contact record.**
- E. Ensure each individual account to be converted is not a parent account of any other account records.

Answer: C,D,E

Explanation:

Reference: Transform the Individual Data Model to Person Accounts in Financial Services Cloud Explanation: To prepare for converting from the individual account model to person accounts in Financial Services Cloud, the consultant should do the following tasks:

Ensure all individual account records to be converted are only linked to exactly one contact record. A person account is a combination of an account and a contact record that represents an individual customer. To convert an individual account record to a person account record, the individual account record must have exactly one contact record related to it. If an individual account record has no contact records or more than one contact records related to it, it cannot be converted to a person account record. Test out the conversion in a sandbox, including all integrations and customizations. A sandbox is a copy of a Salesforce org that can be used for testing and development purposes. Before converting from the individual account model to person accounts in production, the consultant should test out the conversion process in a sandbox to ensure that it works as expected and does not cause any errors or issues with existing integrations and customizations.

Ensure each individual account to be converted is not a parent account of any other account records. A parent account is an account record that has one or more child accounts related to it by a hierarchical relationship. To convert an individual account record to a person account record, the individual account record must not be a parent account of any other account records. If an individual account record is a parent account of any other account records, it cannot be converted to a person account record.

NEW QUESTION # 28

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

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

Answer: A

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 # 29

A major Japanese bank is expanding geographically and opening additional branches in Asia. As such, they hired a regional consulting firm to implement Financial Services Cloud (FSC) locally.

What are the two expectations from implementing multi language features in FSC?

- A. In Tokyo branches, the names of the Account, Prospect & Contact are in Japanese, but the package Advisor, Personal Banker, Relationship Manager, and Client Associate profiles are in English.
- B. **In Seoul, South Korea, the branch managers will be reviewing their FSC dashboards every morning in Korean, while their colleagues in " Shanghai, China, will be doing so in Chinese.**
- C. **Bankers in Japan have been accessing FSC in Japanese, but the new bankers in China will be accessing FSC in Chinese.**
- D. Referrals in Singapore and Hong Kong will be shared in English, but in Macau, referrals will be shared in Portuguese.

Answer: B,C

Explanation:

The following expectations are from implementing multi language features in FSC:

Bankers in Japan have been accessing FSC in Japanese, but the new bankers in China will be accessing FSC in Chinese. This expectation means that FSC supports multiple languages and allows users to choose their preferred language for their user interface and data display.

In Seoul, South Korea, the branch managers will be reviewing their FSC dashboards every morning in Korean, while their colleagues in Shanghai, China, will be doing so in Chinese. This expectation means that FSC supports multiple languages for reports and dashboards and allows users to view them in their preferred language.

NEW QUESTION # 30

Planter Farm Credit Union provides loan and insurance products to farmers who operate individually as well as in collaboration with other neighboring farms & farmers. The collaboration can be seasonal or for a limited timeframe. What construct in Financial Services Cloud is most appropriate to represent such collaborative customer business operations?

- A. Standard Household
- **B. Custom Relationship Group**
- C. Account with Record Type = Business
- D. Contact-Contact Relationship

Answer: B

Explanation:

A Custom Relationship Group is a construct in Financial Services Cloud that allows you to model complex and dynamic relationships between clients and accounts. You can use it to represent collaborative customer business operations that are not captured by standard household or account structures. Verified References:

Salesforce Financial Services Cloud Implementation Guide, page 67.

NEW QUESTION # 31

A system administrator at a financial services company wants to build a report to show Interest Tags. Which two things should the administrator consider when configuring the report?

- A. When the user defines the custom report type, Tag Categories should be selected as the Primary Object.
- **B. When the user defines the custom report type, Topics should be selected as the Primary Object.**
- **C. To show Interest Tags applied to specific objects, the user can add a filter in the report and select the object name.**
- D. The user must build a report using the Topics object to view Interest Tags in the report.

Answer: B,C

Explanation:

Interest Tags are a feature of Financial Services Cloud that let users add custom tags to client records to capture client needs, interests, and prospecting opportunities. Some of the things to consider when configuring a report to show Interest Tags are: When the user defines the custom report type, Topics should be selected as the Primary Object. Topics is the standard Salesforce object that stores the Interest Tags data⁴. The user can then add other objects as secondary objects, such as Accounts, Contacts, or Opportunities.

To show Interest Tags applied to specific objects, the user can add a filter in the report and select the object name. For example, to show only Interest Tags related to Accounts, the user can add a filter for Entity Type equals Account⁵.

References:

Interest Tags

Build an Interest Tags Report

NEW QUESTION # 32

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