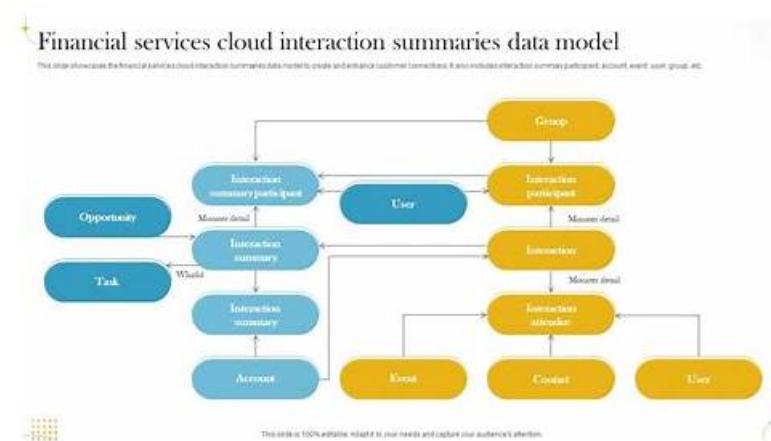




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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q160-Q165):

NEW QUESTION # 160

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. Contact-Contact Relationship
- **C. Custom Relationship Group**
- D. Account with Record Type = Business

Answer: C

Explanation:

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 # 161

The support team at Universal Containers wants to be more proactive about renewing support plans with customers. They would like the support representative dedicated to each account to be notified a month before the account's support plan expires. What should an administrator configure to meet this requirement?

- A. Auto-Response rule
- **B. Workflow rule**
- C. Escalation rule
- D. Assignment rule

Answer: B

NEW QUESTION # 162

When adding an Account-Account relationship using ARC (Actionable Relationship Center), what 2 options does the banker have to represent a group of accounts, where one of the accounts is the parents of a number of other accounts ? (2 answers)

- **A. From the parent account, select 'New' in the 'Group Relationship' components and create a new relationship with the subsidiary account**
- B. From each subsidiary account, select 'New' in the 'Group Relationship' components and create a new relationship with the parent account
- C. From the parent account, select 'New' in the 'Member Relationships' components and create a new relationship with the subsidiary account
- **D. From each subsidiary account, select 'New' in the 'Member Relationships' components and create a new relationship with the parent account**

Answer: A,D

NEW QUESTION # 163

The Salesforce Admin of Lake Tahoe Bank wants to implement Financial Services Cloud using the individual object model. What are the steps to disable person accounts? (Choose Three)

- **A. Remove Person Account record types from the Individual Record Type Mapper.**
- B. Assign the Person Account record type to the user profiles.
- C. Disable the Person Account custom setting.
- **D. Assign the Individual record type to the user profiles.**
- **E. Log a case with Salesforce to perform the conversion from Person Accounts to the individual model.**

Answer: A,D,E

Explanation:

The following steps are required to disable Person Accounts and use the Individual object model in Financial Services Cloud:

Log a case with Salesforce to perform the conversion from Person Accounts to the individual model. You need to contact Salesforce Support to request the conversion from Person Accounts to the individual model. This is an irreversible process that affects your data model and user interface. You should carefully evaluate your business needs and test the functionality in a sandbox or developer org before requesting the conversion in production.

Remove Person Account record types from the Individual Record Type Mapper. You need to remove any Person Account record types that are mapped to Individual record types in the Individual Record Type Mapper. This is a custom setting that defines how records are created when using certain features, such as Einstein Data Capture or Salesforce Inbox. You can access this setting by going to Setup > Financial Services Settings > Individual Record Type Mapper.

Assign the Individual record type to the user profiles. You need to assign the Individual record type to the user profiles that need to create or access Individual records. The Individual record type is a standard record type on the Account object that represents an individual person who is not directly related to your business, such as a prospect, influencer, or household member. You can assign record types by going to Setup > Profiles > Object Settings > Accounts > Record Types. Verified Reference: : Salesforce Help Article 5 : Salesforce Help Article 6 : Salesforce Help Article 7

NEW QUESTION # 164

What actions can a Wealth Advisor take from the Life Events card?

- A. Create Case
- **B. Request Record Approval**
- **C. Create Lead & Referral**
- D. Open an Account
- **E. Create Opportunity**

Answer: B,C,E

Explanation:

From the Life Events card, a Wealth Advisor can take the following actions:

Create Lead & Referral: This action creates a lead record for a new prospector a referral record for an existing client based on the life event information.

Request Record Approval: This action initiates an approval process for the life event record to ensure compliance and quality standards.

Create Opportunity: This action creates an opportunity record to track the potential revenue from the life event. Verified References: : Salesforce Financial Services Cloud User Guide, page 30. : Salesforce Financial Services Cloud User Guide, page 31. : Salesforce Financial Services Cloud User Guide, page 32.

NEW QUESTION # 165

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