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Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q94-Q99):

NEW QUESTION # 94

Which of the following are FSC components that visualize groups and relationships in Lightning pages? (Check the 2 that apply)

- A. Goal to Group Member Mapping

- B. Relationship Map and Group Builder
- C. Related Accounts
- D. Person Life Events

Answer: B,C

NEW QUESTION # 95

Lake Tahoe Bank is evaluating Financial Services Cloud to help them deliver a customer-centric view. They currently have a heavily customized Salesforce implementation with a product-centric design. Lake Tahoe Bank wants to make sure planned changes have a minimal impact on users during implementation. What is the recommended approach for implementing Financial Services Cloud at Lake Tahoe Bank?

- A. Implement Financial Service Cloud in the existing org (Brown Field).
- B. Implement Financial Service Cloud in a Trial org and convert the Trial org to production org.
- C. Implement Financial Service Cloud in a new org (Green Field) and redesign business capabilities in the new org.
- D. Implement Financial Service Cloud in the existing org's Sandbox and then deploy to production org to mitigate the end-user impact

Answer: C

Explanation:

Explanation

The recommended approach for implementing Financial Services Cloud at Lake Tahoe Bank is to implement Financial Service Cloud in a new org (Green Field) and redesign business capabilities in the new org. This approach allows Lake Tahoe Bank to leverage the best practices and features of Financial Services Cloud without being constrained by their existing customizations and data model. It also minimizes the impact on users during implementation, as they can continue to use their current system until the new org is ready to go live. A green field implementation requires careful planning, data migration, and change management, but it can result in a more efficient and customer-centric solution. Verified References: : Salesforce Financial Services Cloud Implementation Guide, page 8.

NEW QUESTION # 96

A consultant is working with a new customer and has gained a firm understanding of their business processes and systems in preparation for implementing Salesforce Financial Services Cloud.

What should the consultant create as a deliverable for the current state business process?

- A. Word document telling the story of the process from the user's perspective
- B. An Excel spreadsheet with steps of the process as rows, and systems and personas in columns
- C. A Powerpoint deck w/ screenshots of the current systems and callouts to what is happening on each slide
- D. An end-to-end visual map of the process using personas, systems, inputs, and outcomes

Answer: D

Explanation:

To document the current state business process for implementing Salesforce Financial Services Cloud, the consultant should create an end-to-end visual map of the process using personas, systems, inputs, and outcomes. A visual map is a tool that can help illustrate the flow of a business process from start to finish, showing the steps, decisions, and dependencies involved in each stage. A visual map can also include personas, systems, inputs, and outcomes to provide more context and detail for each step of the process. Personas are fictional characters that represent the different roles or users that participate in or interact with the process. Systems are the tools or applications that are used to perform or support the process. Inputs are the data or information that are required or provided for each step of the process. Outcomes are the results or outputs that are achieved or delivered by each step of the process. Verified Reference: : Salesforce Help Article 3 : Salesforce Help Article [4]

NEW QUESTION # 97

A Financial Services Cloud (FSC) administrator is assigning permission set licenses to users, including personal bankers. Which permission set license is recommended for this set of users?

- A. FSC Standard permission set license
- B. FSC Basic permission set license

- C. FSC Extension permission set license
- D. FSC Foundations permission set license

Answer: A

NEW QUESTION # 98

Which of the following is NOT an area that Salesforce Financial Services Cloud serves?

- A. Lending Services
- B. Corporate & Institutional Banking
- C. Asset Management
- **D. Legal Services**

Answer: D

NEW QUESTION # 99

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