

# Salesforce Financial-Services-Cloud Valid Exam Syllabus & Financial-Services-Cloud Online Training Materials



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## Salesforce Financial Services Cloud (FSC) Accredited Professional Sample Questions (Q17-Q22):

### NEW QUESTION # 17

A consulting firm is asked to add Events and Milestones to a Lightning record page to give financial advisors deeper insights into their customers' lives.

What should the consultant configure to enable advisors to capture Once-in-a-Lifetime events and, at the same time, prevent users from accidentally creating more than one event of such an event type?

- A. Single event types
- B. Special event types
- C. Unique event types
- D. Once-in-a-Lifetime event types

**Answer: C**

Explanation:

To enable advisors to capture Once-in-a-Lifetime events and prevent users from accidentally creating more than one event of such an event type, the consultant should configure Unique event types. Unique event types are event types that can only be created once for each contact or individual, such as birth, death, or marriage.

By using Unique event types, the consultant can ensure that advisors can capture important life events for their customers and avoid duplication or inconsistency.

### NEW QUESTION # 18

A System Administrator has received a note from one of the portfolio managers that the Actionable Relationship Center (ARC) is not visible when the portfolio manager was trying to set up relationships between two accounts. The portfolio manager has also mentioned that other colleagues in the same role have access to it and are able to use it to manage their customer's relationships. What is a possible cause for this?

- A. The portfolio manager does not have access to the account records that he is trying to create for.
- B. The ARC Component has not been added to the page layout
- C. The portfolio manager has not been given the permissions that enable users to view and manage ARC
- D. The portfolio manager does not have access to the Lightning page that has the ARC component added

**Answer: C**

### NEW QUESTION # 19

Lake Tahoe Bank, an existing Salesforce customer, is planning to implement Financial Services Cloud. Their Salesforce Admin is considering whether to use a new Salesforce org or upgrade the existing org. Which three of the considerations below indicate that a new Salesforce org is the better choice?

- A. The bank wants to use this project as an opportunity to retire customization
- B. Data migration is a big concern. The current org has a large amount of data and the Bank wants to minimize data migration efforts.
- C. The bank has limited redesign opportunities for business capabilities.
- D. Existing business capabilities and processes can be redesigned to deliver a higher business impact
- E. The current implementation is using a product-centric view and the bank wants to move to a customer-centric view.

**Answer: A,D,E**

Explanation:

The following considerations indicate that a new Salesforce org is the better choice for implementing Financial Services Cloud:

The bank wants to use this project as an opportunity to retire customization. A new org will allow the bank to start fresh and avoid carrying over unnecessary or outdated customization that may conflict with Financial Services Cloud features or best practices.

The current implementation is using a product-centric view and the bank wants to move to a customer-centric view. A new org will allow the bank to adopt the Financial Services Cloud data model, which is designed to provide a holistic view of the customer and their relationships, goals, financial accounts, activities, and interactions.

Existing business capabilities and processes can be redesigned to deliver a higher business impact. A new org will allow the bank to

leverage the Financial Services Cloud capabilities, such as Action Plans, Relationship Groups, Rollup By Lookup, Service Processes, etc., to optimize their business processes and enhance their customer experience. Verified Reference: : Salesforce Help Article 6

#### NEW QUESTION # 20

What type of field allows users to input text, images, and links?

- A. Text and Image area
- B. Text area
- C. Input area
- D. Text area (rich)

**Answer: D**

#### NEW QUESTION # 21

The VP of sales at universal containers requested that "Verbal Agreement" be added as a new opportunity stage. The Administrator added this new picklist value to the stage field, but found that the new value was not available to users. What should the administrator do?

- A. Ensure the new value was marked as active
- B. Add the new value to the appropriate sales process
- C. Ensure the limit of 10 stage values was not exceeded
- D. Add the new value to the appropriate record type

**Answer: B**

#### NEW QUESTION # 22

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We can conclude this post with the fact that to clear the Salesforce Financial Services Cloud (FSC) Accredited Professional (Financial-Services-Cloud) certification exam, you need to be prepared before, study well, and practice. You cannot rely on your luck to score well in the Financial-Services-Cloud exam. You have to prepare with Exam4Labs real Salesforce Financial-Services-Cloud Exam Questions to clear the Financial-Services-Cloud test in one go. You will also receive up to 365 days of free updates and Financial-Services-Cloud dumps pdf demos. Purchase the Salesforce Financial Services Cloud (FSC) Accredited Professional (Financial-Services-Cloud) practice tests today and get these amazing offers.

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