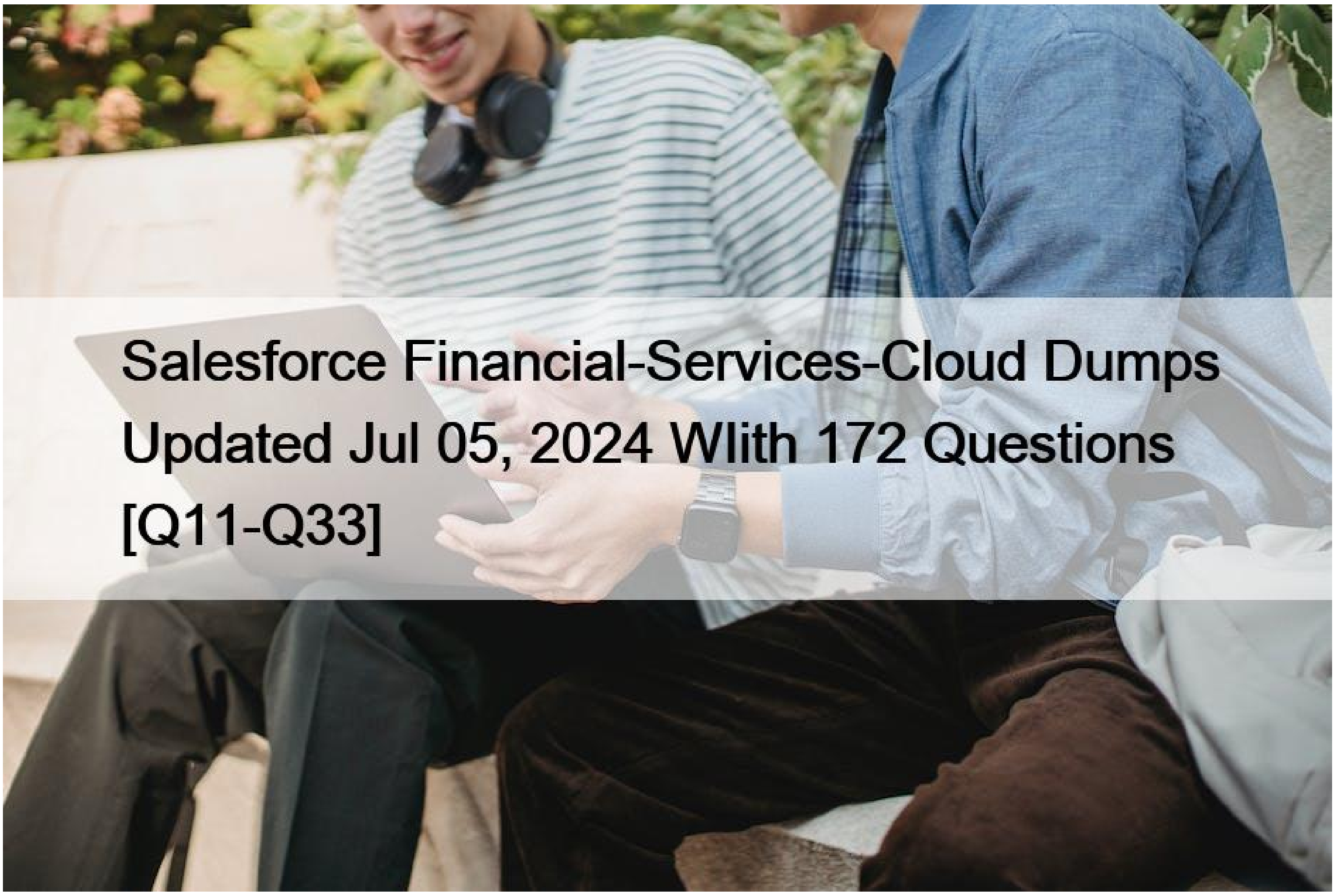
Salesforce Financial-Services-Cloud Dumps Updated Jul 05, 2024 WIith 172 Questions [Q11-Q33



Salesforce Financial-Services-Cloud Dumps Updated Jul 05, 2024 WIith 172 Questions View All Financial-Services-Cloud Actual Free Exam Questions Jul 05, 2024 Updated

Salesforce Financial Services Cloud (FSC) Accredited Professional Certification Exam is designed for professionals who work in the financial services industry and are responsible for implementing and managing the FSC platform. Financial-Services-Cloud exam covers a range of topics related to the FSC platform, including managing financial accounts, managing financial planning, managing client relationships, managing financial goals, and implementing customizations. Financial-Services-Cloud exam is designed to test the candidate's ability to apply their knowledge of the FSC platform to real-world scenarios.

NEW QUESTION 11

A wealth management division manages the financial assets of many wealthy clients.

Which three steps should the Financial Services Cloud consultant take to offer a high level of customization to boost user productivity?

* Create a new type of person account so trust group details roll down to the beneficiaries level.
* Create a Custom Field Set solely for the Wealth Managers without affecting the Investment Bankers.
* Assign the Custom Field Set to the Financial Summary component.
* Create and assign the Cuslhm Field Set permission set to all users.
* Assign the Custom Field Set To a Lightning component.

The following steps should be taken by the consultant to offer a high level of customization to boost user productivity for the wealth management division:

Create a Custom Field Set solely for the Wealth Managers without affecting the Investment Bankers. A Custom Field Set is a construct in Financial Services Cloud that allows you to define a collection of fields that can be displayed in a Lightning component, such as the Financial Summary or the Financial Account List. You can use Custom Field Sets to customize the fields that are relevant for different user groups or business scenarios, without modifying the underlying data model or page layout. You can create a Custom Field Set by going to Setup > Object Manager > Financial Account > Field Sets and adding or removing fields according to your requirements.

Assign the Custom Field Set to the Financial Summary component. The Financial Summary component is a Lightning component that displays aggregated financial data for a selected record, such as an account, contact, or opportunity. You can use the Financial Summary component to provide a holistic view of your client’s financial situation and goals. You can assign a Custom Field Set to the Financial Summary component by using the Lightning App Builder and selecting the Custom Field Set from the Component Properties panel.

Assign the Custom Field Set To a Lightning component. A Lightning component is a reusable unit of user interface that can be added to any Lightning page, such as record pages, app pages, or Home pages. You can use Lightning components to enhance the functionality and user experience of your pages. You can assign a Custom Field Set to a Lightning component by using the Lightning App Builder and selecting the Custom Field Set from the Component Properties panel. Verified Reference: : Salesforce Help Article 1 : Salesforce Help Article 2 : Salesforce Help Article 3

NEW QUESTION 12

Which three record type options should an advisor configure for a Lead object configuration?
* Referral
* Opportunity
* General
* Adjustments
* Retirement Planning

NEW QUESTION 13

The sales team at universal containers wants an easy solution to gather customer requirements and share presentations with their customers.

What should an administrator do to help the sales team achieve this? (2 answers)
* Use chatter files to share presentations.
* Create opportunity teams for customers.
* Add customers to libraries.
* Add customers to private Chatter groups

NEW QUESTION 14

Which field settings can you control in the Page Layout Editor? (3 answers)

* Dependent
* Required
* Controlling
* Read only
* Visible

NEW QUESTION 15

A system administrator at Universal Containers needs to transfer records from one user to another.

What object can be transferred using the mass transfer tool? (2 answers)
* Leads
* Campaigns
* Quotas
* Accounts

NEW QUESTION 16

What are the three building blocks of Flow Orchestration?
* Steps
* Blocks
* Stages
* Processes
* Work Items
Explanation

The following are the building blocks of Flow Orchestration:

Steps: Steps are discrete units of work that can be performed by a user or a system within a flow orchestration. Steps can have different types, such as user input steps, system action steps, decision steps, or subflow steps. Steps can also have different attributes, such as name, description, icon, input variables, output variables, or preconditions.

Stages: Stages are logical groupings of steps that represent phases or milestones within a flow orchestration. Stages can have different attributes, such as name, description, icon, entry criteria, exit criteria, or completion actions.

Work Items: Work Items are instances of flow orchestrations that track the progress and status of each execution. Work Items can have different attributes, such as name, description, owner, assignee, due date, priority, status, stage history, or step history. Verified References: : Salesforce Help Article [7] :

Salesforce Help Article [8] : Salesforce Help Article [9]

NEW QUESTION 17

Salesforce provides a robust set of automation features to help save time and resources. For example, a system administrator can use Flow Builder to automate most of an organization’s repetitive business processes.

Which use case is a suitable fit for Flow Builder?
* Coordinate multiple flows and assign them to multiple teams or individuals.
* Suggest offers and actions to users that are tailored to meet an organization’s unique business criteria.
* Collect input from internal users with a form placed on a Lightning page cKlaunched by a button.

* Perform an operation for more records than schedule-triggered flows allow
Explanation

A suitable use case for Flow Builder is to collect input from internal users with a form placed on a Lightning page or launched by a button. Flow Builder is a tool that allows users to automate business processes by building flows that guide users through screens, execute logic, manipulate data, and interact with Salesforce and external systems. By using Flow Builder, the system administrator can create a flow that collects input from internal users with a form and performs actions based on the input.

NEW QUESTION 18

How can you relate an opportunity to a campaign? (2 answers)
* Select the Primary Campaign Source for the Opportunity
* Use the Campaign influence Related List on the Opportunity
* Use the Campaign Hierarchy Related List on the Opportunity
* You cannot relate an opportunity to a campaign

NEW QUESTION 19

What option is available when scheduling a dashboard refresh? (2 answers)
* Define refresh times for specific dashboard components
* View and remove a scheduled dashboard refresh
* Schedule the dashboard to refresh in different time zones
* Send a refresh notification to users with access to the dashboard.

NEW QUESTION 20

Universal Containers has two business groups, products and services. Both groups will be using to track deals, but different fields are required by each group.

How should a system administrator meet this requirement? (2 answers)
* Create two record types
* Create two permission sets
* Create two page layouts
* Create two sales processes.

NEW QUESTION 21

Which accounts are automatically synchronized on Salesforce classic
* Accounts that the users own
* All recently accessed accounts
* Accounts selected with the sync button
* Any account created in the last 30 days

NEW QUESTION 22

Which of these statements is not correct about the visibility of Action Plan Tasks?
* Once the Action Plan is assigned, you can see the related Tasks on the Timeline
* The user can see tasks on the homepage if the Task Card is applied to the homepage.
* Users will be able to see the Action Plan tasks assigned to them through the standard Salesforce task lists.
* Users will be able to see the Action Plan tasks on the related list of the Account page layout.

NEW QUESTION 23

How should developers configure customized nodes for display in the Actionable Relationship Center (ARC)?
* Reference the Lightning web component in the Display properties of the custom ARC relationship graph.
* Select Use Flex Card from the node Display tab to show the node in a Flex Card
* Reference the flex Card in the Display properties of the custom ARC relationship graph.
* Select Omni Script from the node Actions tab to show the node in an Omni Script.

NEW QUESTION 24

The marketing team wants to send an email to each lead received from its website. The country of the incoming lead should determine the language of the email that will be sent to the lead.

How can the system administrator automate this process?
* Create an email template for each language and an assignment rule to send appropriate template
* Create an email template for each language and an auto response rule to send appropriate template
* Create an email template for each language and a workflow alert to send appropriate template
* Create a single email template and use the translation workbench to translate and send the appropriate template

NEW QUESTION 25

If a client is associated with more than one Household or Group, where will this client’s records get rolled up to?
* To the household selected by the advisor for record rollups.
* To the Household where the client is the primary member.
* To the household with the client’s primary address.
* To all the parent households and groups

NEW QUESTION 26

What can be done with a workflow field update action? (2 answers)
* Change the record type of a record
* Update the value of a formula field
* Apply a specific value to a field
* Update the value of a field on a child object

NEW QUESTION 27

Lake Tahoe Bank branch manager is asking the Salesforce Administrator for improvements in Salesforce to speed up Loan Approval Processing. The Salesforce Admin is considering using Action Plans. Which 3 process improvements can be delivered using Action Plans?
* Action Plans create repeatable tasks and automate the task sequences when executed
* When you create an action plan from a template for a specific target record, items that have no assigned user are assigned to the owner of that ” target record.
* Action Plans can automatically schedule the next appointment with the Advisor.
* Action Plans enhance collaboration and productivity by automatically assigning task owners and deadlines for specific client processes.
* Action Plans can speed up the collection of a list of documents needed for the loan application
Explanation

Action Plans are a feature that allows users to create templates for common client processes, such as loan approval, account opening, or financial review. Action Plans can create repeatable tasks and automate the task sequences when executed. When an action plan is created from a template for a specific target record, such as an account or an opportunity, items that have no assigned user are assigned to the owner of that target record.

Action Plans can also enhance collaboration and productivity by automatically assigning task owners and deadlines for specific client processes.

NEW QUESTION 28

A banking customer is using Sales Cloud but their Admin is considering whether Financial Services Cloud would be a better solution to meet their business needs.

What is the best way for the Admin to access a Financial Services org with preconfigured data to play around and learn what’s in it?
* Hop on a 30-day Financial Services Cloud trial org
* Request a Salesforce developer org
* Purchase one license of an FSC production org
* Spin up a Trailhead challenge org

NEW QUESTION 29

Early in the discovery and solution meetings, it was determined that the client would primarily use out-of-the-box Financial Services Cloud (FSC) objects and components with minimal custom objects needed.

In addition, it was decided that records should be private, but the managerial chain would require visibility into all their direct reports’ records.

Which three security settings must be set up in Salesforce to meet these requirements?
* Only Custom Profiles should be configured and assigned to all users to use FSC components and field-level security. The administrator should configure custom profiles and assign them to all users
* Organization-wide sharing defaults should be set to meet sharing requirements for all objects in use.
* Each object sharing should be set up, explicitly sharing each user’s record with the manager.
* The Role Hierarchy in setup should be configured to allow for managers to automatically see records of those under them.
* Custom permission sets and out-of-the-box FSC permission sets should be configured or updated and assigned to all users for the use of FSC components and field-level security.

Explanation

The following security settings must be set up in Salesforce to meet the requirements of using out-of-the-box Financial Services Cloud objects and components with minimal custom objects and private record sharing with managerial visibility:

Organization-wide sharing defaults should be set to meet sharing requirements for all objects in use.

Organization-wide sharing defaults are the baseline level of access that users have to records that they do not own or are not explicitly shared with them. You can use organization-wide sharing defaults to specify the default access level for each object, such as Public Read/Write, Public Read Only, or Private.

You can also use organization-wide sharing defaults to enable or disable features such as grant access using hierarchies, external access, or external org-wide defaults.

The Role Hierarchy in setup should be configured to allow for managers to automatically see records of those under them. The Role Hierarchy is a structure that represents the levels of data visibility and access that users have in an organization based on their role or position. You can use the Role Hierarchy to define the roles and subordinates for each user and grant access to records owned by or shared with users below them in the hierarchy. You can also use the Role Hierarchy to control the visibility of dashboards, reports, and territories.

Custom permission sets and out-of-the-box FSC permission sets should be configured or updated and assigned to all users for the use of FSC components and field-level security. Permission sets are a collection of settings and permissions that give users access to various tools and functions in Salesforce.

You can use permission sets to grant additional permissions or access levels to users without changing their profile. You can also use permission sets to control the field-level security for each object and field, which determines whether users can view, edit, or delete data in those fields. Financial Services Cloud provides several out-of-the-box permission sets that grant access to FSC components and features, such as Action Plans, Financial Accounts, or Relationship Groups. You can also create custom permission sets to meet your specific business needs. Verified References: : Salesforce Help Article 1 :

Salesforce Help Article 2 : Salesforce Help Article 3

NEW QUESTION 30

What benefits do Flows for FSC offer to support customer onboarding?
* Flows systematically capture and visualize important customer Life Events to drive more personalized and need-based engagements.
* Flows provide step-by-step guidance for common service requests, such as change of address, or change of beneficiary without the need to navigate to different screens.
* Flows enable customers to schedule appointment via customer communities, mobile apps, or websites.
* Flows enable customers to schedule appointments via customer communities, mobile apps, or websites.
* Flows enable customers to book appointments with the right specialist at the right time and place through self-service scheduling

NEW QUESTION 31

What capability included in the Financial Services Cloud license can assist bankers in focusing on the most promising referrals?
* Referral Approval Processes
* Intelligent Need-Based Referrals and Scoring
* Einstein Referral Scoring for Financial Services Cloud
* Referral Routing Rules

NEW QUESTION 32

Lake Tahoe Bank’s System Administrator is implementing intelligent Need-Based Referrals in Salesforce. Referrals are modeled on the Lead object. Which three Lead features can the System Admin use for Intelligent Need-Based Referrals?
* Lead Routing
* Web to-Lead
* Lead Assignment Rules
* Lead Approval
* Einstein Lead Scoring

NEW QUESTION 33

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?
* Word document telling the story of the process from the user’s perspective
* An Excel spreadsheet with steps of the process as rows, and systems and personas in columns
* An end-to-end visualjmap of the process using personas, systems, inputs, and outcomes
* A Powerpoint deck wftJscreenshots of the current systems and callouts to what is happening on each slide
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 References: : Salesforce Help Article 3 : Salesforce Help Article [4]

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