# Salesforce

## AP-208

## Financial Services Cloud Accredited Professional

# Latest Version: 6.0

## Question: 1

[FSC Data Model and Configuration]
What steps does the SalesforceAdministrator have to take to create a new Business Milestone Type?

A. In the Object Manager go to the Business Milestone object and create a new field using the name of the new milestone.
B. Find Person Life Event using the Object Manager and add a new picklist value on the Milestone Type Field.
C. Find Business Milestone using the Object Manager and add a new picklist value on the Milestone Type Field
D. In the Lightning Page Editor add the new Milestone Type to the Life Events & Business Milestones Lightning component

**Answer: C**

## Question: 2

[FSC Data Model and Configuration]
Where should a Salesforce Administrator go to add custom icons to the Life Events and Business Milestones?

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

**Answer: B**

## Question: 3

[FSC Data Model and Configuration]
What actions can a Wealth Advisor take from the Life Events card7

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

**Answer: B, D, E**

## Question: 4

[FSC Features and Functionality]
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. Contact-Contact Relationship
B. Custom Relationship Group
C. Account with Record Type = Business
D. Standard Household

**Answer: B**

## Question: 5

[FSC Data Model and Configuration]
What should a Financial Advisor use to model the relationship between a business contact and a client that is modeled as a person account?

A. Account-Account Relationship
B. Contact-Contact Relationship and the Reciprocal Rote
C. Reciprocal Role
D. Account-Contact Relationship and the Reciprocal Role

**Answer: B**

## Question: 6

[Financial Accounts, Rollups, and Referrals]
Which three of these statements are true for Rollup By Lookup (RBL) in Financial Services Cloud?

A. An RBL (Rollup By Lookup) rule displays summary calculations of financial account information, such as account balances.
B. Person Accounts need to be enabled in order to use the Rollup by Lookup functionality.
C. The Rollup By Lookup (RBL) configuration updates the corresponding RBL summaries at the diem and group levels
D. Salesforce does not recommend or provide support for creation or customization of Financial Services Cloud RBL rules
E. RBL rules do not require a lot of processing power.

**Answer: A, C, D**

## Question: 7

[Financial Accounts, Rollups, and Referrals]
Which of the following objects do support Group-Level Rollups?

A. Tasks
B. Alerts
C. Financial Accounts
D. Action Plans
E. Opportunities

**Answer: C, D, E**

## Question: 8

[Relationship and Group Management]
Which 3 options does the Financial Services Cloud application offer to view and update Account-Account. Account-Contact, and Contact-Contact Relationships?

A. Actionable Relationship Center
B. Family Members Component
C. Relationship Map

D. Group Members Component
E. Life Events Component

**Answer: A, C, D**

## Question: 9

[FSC Data Model and Configuration]
Which two statements are true about Group Membership in Financial Services Cloud?

A. Group Membership defines the role of the member within the Group.
B. With Group Membership settings you can define if a Group is the member's primaryGroup.
C. With Group Membership settings you can define who is the primary and who is the secondary member within the Group.
D. Group Membership is modeled using the Account-Group Relationship object.

**Answer: A, B**

## Question: 10

[FSC Features and Functionality]
Lake Tahoe Bank has duplicate client records in their current CRM system because they come from a different systems of record. Any changes made in Salesforce should be updated in the source system. What can a Salesforce Administrator do to help bankers get a consolidated view of the individual in the Financial Services Cloud?

A. Leverage Financial Services Cloud Relationship Groups to link duplicate client records and create a consolidated view.
B. Implement deduplication rules in Salesforce and let the integration handle the updates to the source system.
C. Create a custom Person Account hierarchy to link duplicate client records.
D. Create custom components to provide a single view of the client.
E. Link individuals using related contacts to link duplicate client records

**Answer: A**