



# FINANCIAL-SERVICES-CLOUD<sup>Q&As</sup>

Salesforce Financial Services Cloud (FSC) Accredited Professional (AP)





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**QUESTION 1**

A system administrator at universal containers created a new account record type. However, sales users are unable to select record type when creating new account records.

What is a possible reason for this? (2 answers)

- A. The record type does not have an assigned page layout
- B. The record type has not been added to the sales user profile
- C. The record type has not been set as the default record type
- D. The record type has not been activated.

Correct Answer: BD

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**QUESTION 2**

How do you give users access to use Financial Services Cloud?

- A. Assign a Salesforce License and select the right profile
- B. Assign a Salesforce License, Financial Services Cloud Permission Set License, and the applicable Permission Sets
- C. Assign a Salesforce License and the Financial Services Cloud Permission Set License
- D. Every user automatically gets access to the full features of Financial Services Cloud when you install the package

Correct Answer: B

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**QUESTION 3**

Universal container uses a private sharing model for opportunities. The sales team wants sales engineers to be involved in specific Opportunities to help sales representatives close deals faster.

How can an administrator meet this requirement?

- A. Add sales engineers to account teams.
- B. Add chatter groups to opportunities.
- C. Enable chatter Feed Tracking on opportunities.
- D. Add sales engineers to opportunity teams.

Correct Answer: D

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**QUESTION 4**



Universal container has two sales groups; each group has its own unique sales process.

What is the best way to ensure that sales representatives have access to only the stages relevant to their sales process when working on opportunities?

- A. Record Types
- B. Multi-Select Picklists
- C. Page Layouts
- D. Roles

Correct Answer: A

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#### QUESTION 5

What item appears in a user's My Unresolved items after synchronization (2 answers)

- A. Contacts not assigned to an account
- B. Cases not assigned to a contact
- C. Note not associated to a record
- D. Emails not associated to a record

Correct Answer: AB

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