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### Salesforce Health Cloud Accredited Professional Sample Questions (Q67-Q72):

#### NEW QUESTION # 67

A pharma company runs personalized medicine programs and needs the ability to coordinate various steps involved in the process, like apheresis and infusion, Which Health Cloud capability should help the company with this program?

- A. Intelligent Document Automation
- **B. Advanced Therapy Management**
- C. Integrated Care Management
- D. Intelligent Sales

**Answer: B**

Explanation:

The pharma company needs to coordinate complex, multistep processes involved in personalized medicine programs, such as apheresis and infusion. Advanced Therapy Management (ATM) in Salesforce Health Cloud is specifically designed to address such requirements.

\* Orchestrating Complex Workflows:

\* ATM enables organizations to manage and automate end-to-end workflows for advanced therapies, including CAR-T cell therapies and other personalized medicine programs.

\* Tracking Key Steps:

\* Tracks all critical steps in the patient's therapy journey, such as cell collection (apheresis), manufacturing, shipping, and infusion back into the patient.

\* Collaboration Across Stakeholders:

\* Facilitates real-time communication and collaboration among healthcare providers, manufacturers, and logistics partners.

\* End-to-End Visibility:

\* Provides a holistic view of the therapy process, ensuring transparency and reducing delays.

\* Compliance with Regulations:

\* Ensures that all data is tracked and managed securely, supporting compliance with healthcare regulations like HIPAA and GDPR.

\* Patient-Centric Care:

\* Enables personalized tracking and reporting to deliver better patient outcomes.

References:

Advanced Therapy Management Overview

Salesforce Health Cloud Use Cases

#### NEW QUESTION # 68

A payer receives faxes for clinical review as part of the determination process. The payer needs Health Cloud to automatically capture the data from the documents received from patients and manage the end-to-end approval process.

Which two Health Cloud capabilities should a consultant recommend as a way to build this process?

Choose 2 answers

- A. Integrated Care Management
- **B. Intelligent Document Automation**
- **C. Utilization Management**
- D. Care Authorizations

**Answer: B,C**

Explanation:

To automate the capture of data from faxes for clinical reviews and manage the approval process in Salesforce Health Cloud, the following capabilities are recommended:

- \* Utilization Management in Health Cloud supports the payer's clinical review process by enabling workflows for reviewing medical necessity and care appropriateness.
  - \* It provides structured workflows for processing clinical documents, making it ideal for end-to-end determination and approval processes.
  - \* Features include care authorizations, review tracking, and decision management.
  - \* Intelligent Document Automation extracts data from documents (e.g., faxes, PDFs) and populates corresponding Salesforce records.
  - \* This capability reduces manual data entry, improves accuracy, and ensures data is automatically captured from the faxes received.
  - \* Paired with Salesforce workflows, it can trigger approvals or further reviews based on extracted data.
1. Utilization Management (A): 2. Intelligent Document Automation (C): Why Other Options Are Incorrect:
- \* B. Integrated Care Management: Focuses on patient care plans and coordination, not clinical review or payer processes.
  - \* D. Care Authorizations: Handles care approvals but does not support document data extraction or end-to-end review processes.

References:

Utilization Management in Health Cloud

Intelligent Document Automation Overview

### NEW QUESTION # 69

Prior to go-live for Bloomington Caregivers, a consultant loads the future system users into Salesforce.

Which two permission set licenses should the consultant assign to the users to give them access to Health Cloud?

- A. Health Cloud permission set license
- B. Health Cloud Standard permission set license
- C. Health Cloud Foundation permission set license
- D. Health Cloud Platform permission set license

**Answer: A,B**

Explanation:

The users need both the Health Cloud permission set license and the Health Cloud Standard permission set license to access Health Cloud features. The Health Cloud Foundation permission set license is for users who only need access to the Health Cloud data model, and the Health Cloud Platform permission set license is for users who need access to the Health Cloud Lightning components<sup>3</sup>.

### NEW QUESTION # 70

Bloomington Caregivers is implementing Health Cloud for managing the healthcare data of children under the age of 13.

Which three considerations should the company take into account to ensure compliance with the Children's Online Privacy Protection Act (COPPA)?

Choose 3 answers

- A. Obtaining verified parental consent before collecting and storing any personal information of children
- B. Ensuring information collected about children is protected with at rest and in-transit encryption
- C. Disclosing the organization's privacy policy to parents and obtaining their consent
- D. Implementing appropriate security measures to safeguard children's personal information
- E. Ensuring that Bloomington Caregivers' system implementation partner has met all COPPA regulations during the build phase

**Answer: A,C,D**

Explanation:

Step-by-Step

COPPA Requirements in Healthcare Applications:

Disclose privacy policy and obtain parental consent:

"Organizations must provide clear privacy notices to parents and obtain their consent before collecting any personal information from children under 13."

- Reference: Salesforce Security Guide, COPPA Compliance

Obtain verified parental consent before collection/storage:

"Verified parental consent is a core requirement for COPPA, prior to collection and storage of children's personal data." Implement security measures:

"Appropriate security controls and safeguards must be in place to protect children's data as mandated by COPPA." Encryption: While encryption is a best practice (option D), COPPA explicitly requires appropriate security but does not mandate encryption at rest and in transit as a specific requirement, though it is recommended.

Partner Compliance:

Option E refers to the implementation partner, but regulatory responsibility remains with the covered entity (Bloomington Caregivers), not the partner.

Reference:

Salesforce Security Implementation Guide - COPPA Compliance  
Health Cloud Security and Compliance

### NEW QUESTION # 71

A clinic is looking to manage its associated physicians within Health Cloud.

Which two objects support Salesforce's recommended approach to model the doctors in the clinic's Health Cloud org?

Choose 2 answers

- A. Contact
- B. Healthcare Practitioner
- C. Healthcare Provider
- D. Person Account

**Answer: B,C**

Explanation:

To model associated physicians in Health Cloud, Salesforce recommends using a combination of Healthcare Practitioner and Healthcare Provider objects. These objects are tailored to manage data related to healthcare professionals effectively.

Healthcare Practitioner:

Represents individual practitioners like doctors or specialists.

Tracks specific details, such as credentials, specialties, and associated organizations.

Ideal for modeling the clinic's associated physicians.

Healthcare Provider:

Represents the healthcare organizations or facilities with which the practitioners are associated.

Helps establish relationships between practitioners and the broader healthcare ecosystem.

Why Other Options Are Incorrect:

Contact: While Contacts can represent individuals, they lack the specialized fields and relationships provided by Healthcare Practitioner and Provider objects.

Person Account: Primarily used to represent patients, not physicians or healthcare entities.

Reference:

Health Cloud Data Model for Providers

Salesforce Architect: Healthcare Practitioner Object

### NEW QUESTION # 72

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