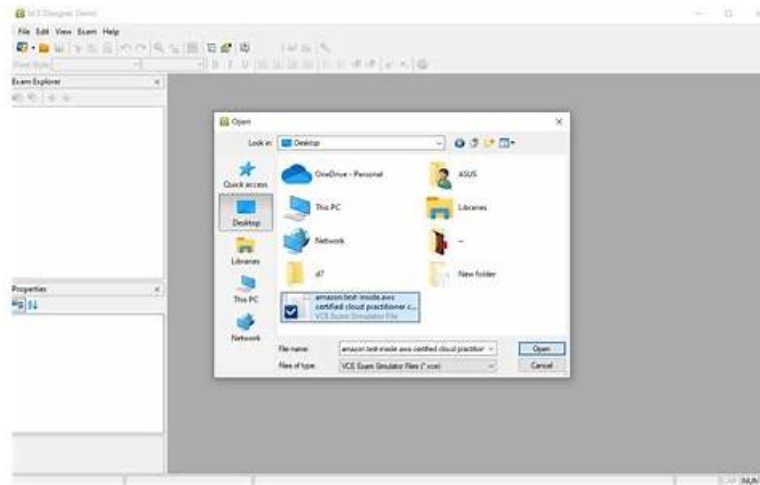


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## Salesforce Certified Agentforce Life Sciences Consultant Sample Questions (Q41-Q46):

### NEW QUESTION # 41

Choose 1 option.

Cumulus Pharma wants to ensure that whenever a field sales rep discusses a product during a visit, for example "Immunexis," the rep is required to record product-specific information before being allowed to submit the visit.

How should the Agentforce Life Sciences Consultant configure this requirement?

- A. Enable Require Discussion in Product Discussion Settings for the "Immunexis" product record.
- B. Mark the Comments field as required on the Provider Visit Product Discussion page layout.
- C. Create a validation rule on the Visit object that checks for discussions on the "Immunexis" product.

**Answer: A**

Explanation:

Option C is correct because the requirement is product-specific and should be configured through Product Discussion Settings, not through a generic page-layout or Visit validation rule. Salesforce's Life Sciences Cloud Visit Management data model includes Provider Visit Product Discussion as the object that represents products discussed during a visit, including key details about the product brand, therapeutic area, and related information. Salesforce also documents ProviderVisitProdDiscussion as representing additional notes or information about products discussed during a healthcare provider visit.

The question asks for a configuration that applies when a specific product, such as Immunexis, is discussed. Enabling Require Discussion in Product Discussion Settings for the product record is the most targeted standard configuration because it ties the requirement to that product's visit discussion behavior.

Option A is not the best answer because a custom validation rule on Visit would have to inspect related product-discussion records and could become complex or unreliable for mobile visit submission behavior. Option B is also insufficient because making a Comments field required on the page layout would apply based on the layout, not specifically when Immunexis is discussed. It also would not necessarily enforce product-specific discussion requirements across all relevant visit submission paths. Therefore, the consultant should enable Require Discussion in Product Discussion Settings for the Immunexis product record.

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#### NEW QUESTION # 42

Choose 1 option.

Cumulus Pharma wants to allocate samples from a specific production batch to a field sales rep's inventory so the company can track the remaining quantity by batch and automatically update inventory during disbursements.

Which action fulfills this requirement?

- **A. Create a Product Batch Item from the Production Batch record, associate it to the rep's Product Item, mark it "Active," and enter the Remaining Quantity.**
- B. Update the Quantity on Hand field on the Product Item assigned to the rep.
- C. Assign the Production Batch to the Life Sciences Marketable Product and allow Visit submissions to manage batch allocation automatically.

**Answer: A**

Explanation:

Option C is correct because Product Batch Item is the Salesforce Life Sciences Cloud record that connects a production batch to a specific product inventory location or user inventory context. Salesforce Help describes creating Product Batch Items for sample inventory and states that a product batch item establishes the relationship between the Product, Life Science Marketable Product, Production Batch, Product Batch Item, Location, and User. This directly matches the scenario: Cumulus Pharma needs to allocate samples from a specific production batch to a field sales rep's inventory and track remaining quantity at the batch level.

The ProductBatchItem object also includes the RemainingQuantity field, which supports the requirement to track remaining quantity by batch. Salesforce's Life Sciences Cloud Developer Guide documents ProductBatchItem and identifies RemainingQuantity as a field on the object.

Option A is incorrect because simply assigning a Production Batch to the Life Sciences Marketable Product does not allocate batch-specific stock to a rep's inventory. Visit submissions can update inventory, but the batch allocation must already be represented correctly. Option B is also incorrect because updating Quantity on Hand on Product Item only changes general product inventory at a location. It does not establish the production-batch relationship needed for batch-level tracking. Therefore, the consultant should create a Product Batch Item, associate it to the rep's Product Item, mark it Active, and enter the Remaining Quantity.

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#### NEW QUESTION # 43

Choose 1 option.

Cumulus Pharma's field sales reps use the Medical Insights feature in Agentforce Life Sciences for Customer Engagement to record insights from their interactions with Healthcare Providers (HCPs). The reps often collect these insights during visits at the HCP's office.

Which configuration makes it possible for users to quickly report a medical insight while managing a visit on their iPad?

- **A. Configure the Create Medical Insights quick action using the Admin Console.**
- B. Create a custom action using the Visit Medical Insights flow and add it to the Visit page layout.
- C. Edit the Visit page layout and add the New Medical Insights standard action.

**Answer: A**

Explanation:

The correct answer is B because Life Sciences Cloud supports configuring quick actions for the mobile app through the Admin Console. Salesforce Help for Medical Insights states that Medical Insights can be made available to users in the Life Sciences mobile app so users can view their own insights and insights shared with them. Salesforce Help also describes Quick and Custom Action Management as the way to simplify user experiences in Salesforce and the Life Sciences for Customer Engagement mobile app by leveraging quick actions and custom actions.

The requirement is not merely to expose the Medical Insights tab. The rep must be able to quickly report a medical insight while managing a visit on an iPad. Configuring the Create Medical Insights quick action in the Admin Console makes the action available in the mobile workflow where reps need it. This supports fast, in-context capture of field observations during a visit.

Option A is incorrect because creating a custom action and custom flow adds unnecessary complexity when the standard quick action can be configured declaratively. Option C is also not the best answer because editing the Visit page layout and adding a generic standard action may not make the action available correctly in the Life Sciences mobile app experience. The Admin Console is the correct configuration point for mobile quick actions. Therefore, the consultant should configure the Create Medical Insights quick action using the Admin Console.

#### NEW QUESTION # 44

Choose 1 option.

Cumulus Pharma recently reorganized its sales territories. Several field sales reps report that they can no longer view historical Medical Inquiry records for the Healthcare Providers (HCPs) in their new territories.

Which batch job should an Agentforce Life Sciences Consultant run to recalculate record access based on the new territory alignment?

- A. **MIRF Share Management**
- B. Account Object Share Rule Calculation
- C. Align Account to Territory

**Answer: A**

Explanation:

Option B is correct because MIRF Share Management is the Life Sciences Cloud batch job used to manage sharing for Medical Inquiry records. Salesforce Help describes Medical Inquiries as supporting batch jobs that share and manage multiple medical inquiry records consistently and efficiently, and specifically identifies the MIRF Share Management job as the job used to maintain inquiry-data sharing. This directly matches the scenario: after a territory reorganization, field sales reps need access recalculated for historical Medical Inquiry records associated with HCPs in their newly assigned territories.

Option A is not the best answer because Account Object Share Rule Calculation is a generic description of account sharing recalculation. The issue is not general Account visibility; it is Medical Inquiry record visibility after territory changes. Option C is also incorrect because aligning accounts to territories handles territory assignment, but the accounts have already been reorganized. The remaining problem is recalculating access to Medical Inquiry records that should now be shared according to the new territory model.

Therefore, the consultant should run MIRF Share Management. This batch job is the standard Life Sciences mechanism for recalculating Medical Inquiry record sharing and ensuring field users regain access to inquiry records that correspond to their current territory-aligned HCPs.

#### NEW QUESTION # 45

Choose 1 option.

Cumulus Pharma asks its Agentforce Life Sciences Consultant to configure the Visit Engagement page for the Agentforce Life Sciences mobile app. The field sales team requires a Samples tab in the sidebar menu so they can easily record sample disbursements during patient care visits.

Which step makes this option appear in the sidebar?

- A. Drag the Samples Lightning web component onto the Visit Lightning record page.
- B. Add the Product Disbursements related list to the Visit page layout.
- C. **Enable the Show Samples Sidebar setting in the Mobile App Settings.**

**Answer: C**

Explanation:

The correct answer is B because the requirement is about making a Samples option appear in the Life Sciences mobile app sidebar,

not about adding a related list to a Salesforce desktop page. Salesforce Help for setting up the Life Sciences Cloud mobile app specifically includes tasks for configuring the Visit Engagement Page and the Sidebar Menu. Salesforce also states that mobile app configuration changes are handled through the Life Sciences Commercial app's Admin Console and mobile configuration areas, with metadata cache used to sync configuration to the mobile device.

The Samples tab is part of the mobile visit engagement experience. Enabling the relevant Samples sidebar setting in Mobile App Settings makes the Samples entry available in the sidebar so reps can record sample disbursements during a visit. This is the correct configuration approach because it controls the mobile navigation and visit sidebar behavior.

Option A is incorrect because adding the Product Disbursements related list affects a record page layout, but it does not create the mobile sidebar tab required by the field sales team. Option C is also incorrect because simply placing a Lightning web component on the Visit Lightning record page does not necessarily add a Samples entry to the Life Sciences mobile sidebar menu. The consultant should enable the Samples sidebar setting in Mobile App Settings.

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## NEW QUESTION # 46

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