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Salesforce ALS-Con-201 Exam Questions Are Designed By Experts

When you take Salesforce ALS-Con-201 practice exams again and again you get familiar with the Salesforce Certified Agentforce Life Sciences Consultant (ALS-Con-201) real test pressure and learn to handle it for better outcomes. Features of the web-based and desktop ALS-Con-201 Practice Exams are similar. The only difference is that the Salesforce Certified Agentforce Life Sciences Consultant (ALS-Con-201) web-based version works online.

Salesforce ALS-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	<ul style="list-style-type: none">• Foundations and Administration: Covers core system setup including account and territory configuration, mobile app management, security, consent• data privacy, intelligent content, and reporting fundamentals for Agentforce Life Sciences.
Topic 2	<ul style="list-style-type: none">• Engagement Execution: Covers the full visit lifecycle including remote engagement capabilities, capturing and sharing medical insights, and managing formal Medical Inquiry processes with HCPs and HCOs.
Topic 3	<ul style="list-style-type: none">• Sampling Inventory Management: Addresses end-to-end sample management including allocation limits, GxP regulatory compliance, disbursement workflows, inventory audits, and sample reporting dashboards.
Topic 4	<ul style="list-style-type: none">• Engagement Planning: Focuses on configuring activity plans, managing HCP• HCO visit calendars with territory rules, setting up Key Account Management plans, and leveraging Agentforce AI features for optimized planning.

Salesforce Certified Agentforce Life Sciences Consultant Sample Questions

(Q93-Q98):

NEW QUESTION # 93

Choose 1 option.

A field sales rep facilitated a "Lunch and Learn" session with three different Healthcare Providers (HCPs) at a healthcare clinic. The interaction is logged as a Group Visit in the Agentforce Life Sciences mobile app.

How does the system automatically structure the data records for this interaction?

- A. Individual Visit and Provider Visit records for each attendee are created with a self-lookup to the Parent Visit.
- B. A single Visit record is created and lists the three HCPs in a multi-select lookup field.
- C. One parent Visit record is created, as well as three child Provider Visit records, one for each attendee.

Answer: C

Explanation:

Option C is correct because Life Sciences Cloud separates the overall visit activity from provider-specific visit details. In the Life Sciences Cloud data model, the Visit object tracks information related to a field representative's visit to a healthcare provider and is used for Customer Engagement. Salesforce's ProviderVisit object represents the details of a field user's visit to a healthcare provider. The Customer Engagement data model also explains that information entered in a provider visit typically includes product details, product messages, presentations, marketing items, and samples.

For a group visit such as a "Lunch and Learn" with three HCPs, the overall event is represented by the parent Visit record. Each attendee requires their own provider-specific visit detail record because each HCP may have different product discussions, messages, samples, signatures, or follow-up activities. Therefore, the system creates one parent Visit and separate child Provider Visit records for each HCP attendee.

Option A is incorrect because a multi-select lookup field is not the correct Life Sciences Cloud visit data model pattern. Option B is also not correct because it implies individual parent-level Visit records for every attendee, which would duplicate the overall group interaction. The correct structure is one parent Visit for the group interaction and three child Provider Visit records, one for each Healthcare Provider attendee.

NEW QUESTION # 94

Choose 1 option.

Cumulus Pharma developed a custom Lightning web component to display "Competitor Insights" directly on the Account record page in the Agentforce Life Sciences mobile app. The component was added to the page, but it fails to render correctly as an inline component.

Which prefix should be applied to the Lightning web component's API name to ensure it functions as an inline component in the mobile app?

- A. mobileInline_
- B. lscMobileInline_
- C. lsc_mobile_

Answer: B

Explanation:

Option B is correct because Salesforce Life Sciences Cloud requires a specific API-name prefix for custom Lightning web components that should render as inline components in the Life Sciences mobile app. Salesforce Help for creating and adding an LWC as an inline component on a record page states that admins must create a custom mobile-ready LWC and add lscMobileInline_ as the prefix for the component's API name. This exact prefix identifies the component as compatible with the Life Sciences mobile inline rendering framework.

This directly matches the issue in the scenario. The component exists and was added to the Account record page, but it does not render correctly as an inline component in the mobile app. The missing configuration is not the page placement itself, but the required naming convention that allows the Life Sciences mobile app to recognize and render the LWC inline.

Option A, lsc_mobile_, is incorrect because it is not the documented prefix for inline mobile LWCs. Option C, mobileInline_, is also incorrect because it omits the Life Sciences-specific lsc prefix and does not match the Salesforce Help requirement. Therefore, the consultant should rename or recreate the LWC API name using the lscMobileInline_ prefix so it functions correctly as an inline component in the Agentforce Life Sciences mobile app.

NEW QUESTION # 95

Choose 1 option.

Cumulus Pharma notices that synchronization transactions have failed, impacting sales users' ability to view recently created records offline in the Agentforce Life Sciences mobile app.

What should an Agentforce Life Sciences Consultant recommend to identify potential synchronization transaction failures?

- A. Check Event Monitoring Logs in the Admin Console.
- B. Enable Send Warning Emails for sales users.
- **C. Leverage Simulation Mode to test transactions.**

Answer: C

Explanation:

The correct answer is C because Salesforce Life Sciences synchronization management guidance specifically positions Simulation Mode as the tool used to proactively identify and fix potential synchronization problems before they affect end users. Salesforce describes synchronization management as a way to ensure efficient synchronization by resolving errors quickly and using Simulation Mode to find potential problems before they impact users.

In this scenario, sales users are unable to view recently created records offline in the Agentforce Life Sciences mobile app because synchronization transactions have failed. Offline mobile availability depends on successful synchronization between Salesforce and the mobile app. A consultant should therefore recommend testing synchronization behavior in Simulation Mode, because it helps validate whether records, transactions, and configuration changes will synchronize successfully before users rely on them in the field. Option A is not the best answer because Event Monitoring Logs are broader Salesforce security and activity logs; they are not the recommended Life Sciences-specific mechanism for proactively identifying synchronization transaction failures in the offline mobile synchronization process. Option B is also incorrect because warning emails notify users or administrators after certain conditions occur, but they do not test synchronization transactions or identify potential sync failures before users are affected. Simulation Mode is the most targeted and preventive administrative tool for this issue.

NEW QUESTION # 96

Choose 1 option.

Cumulus Pharma wants to customize the provider summary to include additional information stored in Agentforce Life Sciences for Customer Engagement. An Agentforce Life Sciences Consultant updated the Actionable Relationship Center (ARC) graph used in provider summarization to include additional objects and fields.

How should the consultant ensure that Provider Summary Generation uses the new information to meet business goals?

- **A. Create a new version of the prompt template, update the summarization instructions and input dataset, then activate the new prompt template version.**
- B. Customize the Generate Provider Account Territory Summary flow to include the newly added objects and fields, then activate the new flow version.
- C. Update the Batch Summarization job configuration to include the updated cross-object graph, then activate the updated batch job configuration.

Answer: A

Explanation:

The correct answer is A because provider summary generation depends on the prompt template and the data supplied to that prompt. In Life Sciences Cloud account summarization, Salesforce documentation references custom prompt templates for account summarization and the account summarization workflow, while the workflow uses the Generate Provider Account Territory Summary flow as part of the summary-generation process. Salesforce also documents that this flow calls actions such as Get Object Relationship Data and Get Life Sciences Configuration Field Names, meaning the flow participates in retrieving relationship-based data, but the generated business summary still needs the prompt template to know what information to use and how to summarize it. Updating the ARC graph alone makes additional objects and fields available in the relationship structure, but it does not automatically change the prompt's summarization behavior. To ensure the new information is used correctly, the consultant should create a new prompt template version, update the input dataset so the new fields are included, revise the summarization instructions so the AI knows how to use them, and then activate that version. This aligns with Salesforce's guidance that prompt-based generation relies on the configured prompt and its grounding/input data. Option B is incomplete because changing only the flow does not update the prompt's instructions. Option C is also incorrect because batch-job configuration controls bulk execution, not the actual summarization logic.

NEW QUESTION # 97

Choose 1 option.

Cumulus Pharma implemented the Affiliations feature in Agentforce Life Sciences for Customer Engagement to map relationships between Healthcare Providers (HCPs) and Healthcare Organizations (HCOs). The Agentforce Life Sciences Consultant configured the Affiliation Reverse Role Mapping in the Admin Console to define how roles should translate, for example, Attending translates to Employing. However, users report that when they create a new Affiliation record, the system fails to automatically generate the record of the reverse relationship.

Which trigger handler must the consultant enable to complete this action?

- A. HardAffiliationHandler
- **B. AffiliationReciprocalHandler**
- C. AffiliationUniquenessHandler

Answer: B

Explanation:

The correct answer is C because reverse affiliation creation is handled by the AffiliationReciprocalHandler. Salesforce Help for Life Sciences trigger handlers identifies AffiliationReciprocalHandler as the handler that manages reciprocal affiliations. The same documentation notes behavior related to reciprocal affiliations and affiliation type handling, which directly matches the scenario where a newly created affiliation should automatically create the reverse relationship.

Affiliation Reverse Role Mapping defines how the relationship role should translate between the original and reciprocal records. For example, if an HCP is "Attending" at an HCO, the reverse relationship may show the HCO as "Employing" or otherwise related to the HCP, depending on the configured mapping. However, defining the mapping alone does not execute the automation. The trigger handler must be active so that when users create a new Affiliation record, Salesforce can generate the reciprocal Affiliation record using the configured reverse role mapping.

Option A, AffiliationUniquenessHandler, is incorrect because uniqueness logic prevents duplicate or invalid affiliation records; it does not create the reverse relationship. Option B, HardAffiliationHandler, is also incorrect because it is not the handler identified for reciprocal affiliation generation. Since the missing behavior is automatic creation of the reverse affiliation, the consultant must enable AffiliationReciprocalHandler.

NEW QUESTION # 98

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