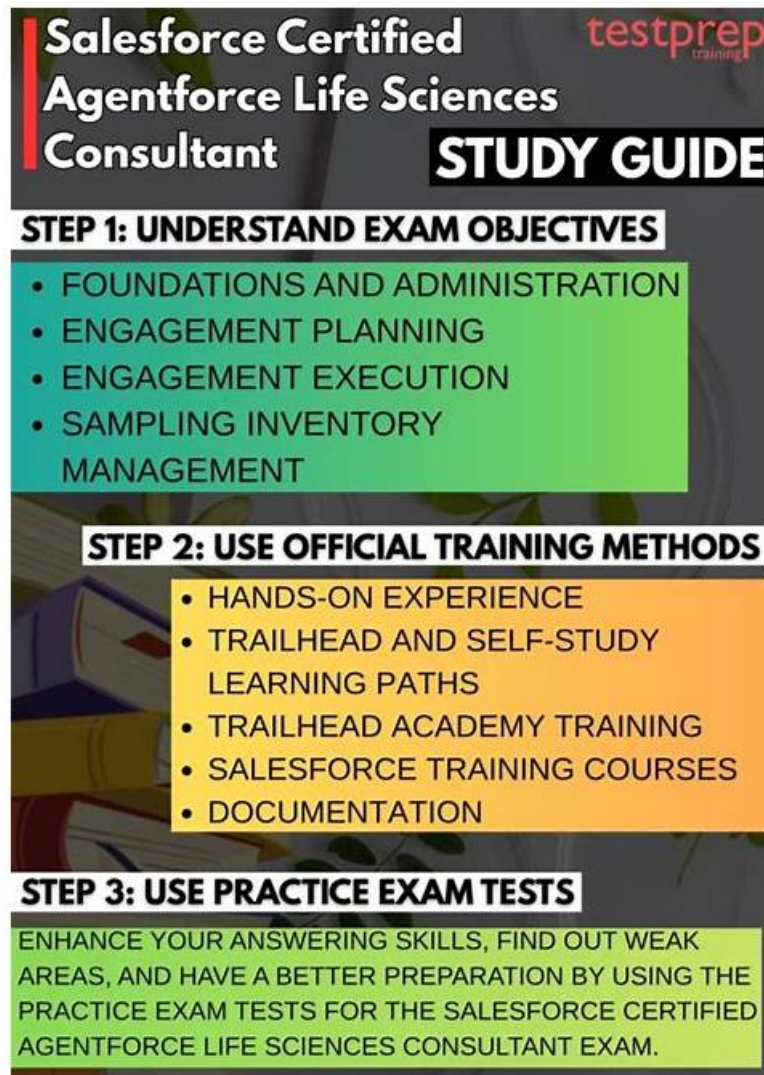


Salesforce Certified Agentforce Life Sciences Consultant Accurate Questions & ALS-Con-201 Training Material & Salesforce Certified Agentforce Life Sciences Consultant Study Torrent



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Salesforce ALS-Con-201 Exam Overview:

Certification Vendor:	Salesforce
Exam Name:	Salesforce Certified Agentforce Life Sciences Consultant
Exam Number:	ALS-Con-201
Available Languages:	English
Certificate Validity Period:	2 years
Exam Duration:	105 minutes

Related Certifications:	Salesforce Certified Platform Administrator
Exam Format:	Multiple-choice, Scenario-based
Passing Score:	62%
Real Exam Qty:	60-65
Exam Price:	US\$200
Recommended Training:	Agentforce Life Sciences Consultant Certification Preparation
Exam Registration:	Salesforce Certification Registration
Sample Questions:	Salesforce ALS-Con-201 Sample Questions
Exam Way:	Online proctored or onsite testing center
Pre Condition:	Hold Salesforce Certified Platform Administrator certification; at least 1 year experience in life sciences industry; at least 6 months hands-on experience configuring Agentforce Life Sciences
Official Syllabus URL:	https://help.salesforce.com/s/articleView?id=005305357&language=en_US

>> **ALS-Con-201 Certification Dump** <<

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Salesforce ALS-Con-201 Exam Syllabus Topics:

Topic	Details
Topic 1	- 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.
Topic 2	- 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 3	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	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.

Salesforce Certified Agentforce Life Sciences Consultant Sample Questions (Q29-Q34):

NEW QUESTION # 29

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 # 30

Choose 1 option.

Cumulus Pharma completed a major territory realignment for the new fiscal year. Its sales operations team wants to ensure two things happen:

All territory-based visit metrics are recalculated.

Field sales reps in newly assigned territories gain access to historical visit data for new accounts.

Which sequence of actions should be configured in the Agentforce Life Sciences for Customer Engagement Admin Console?

- A. Run the "Visit Share Management" job, then run the "Update Provider Account Territory Information" job.
- **B. Run the "Update Provider Account Territory Information" job, then run the "Visit Share Management" job.**
- C. Schedule the "Visit Share Management" job, which automatically executes the "Update Provider Account Territory Information" job when necessary.

Answer: B

Explanation:

Option B is correct because the two requirements depend on two different territory-related maintenance jobs, and the territory information should be refreshed before historical visit sharing is recalculated. Salesforce's Life Sciences Cloud documentation describes Provider Account Territory Information as engagement data between an account and a user within an assigned territory, including visit-related information such as next provider visit date and preferred address. After a major territory realignment, this data must be updated first so that territory-based account and visit metrics reflect the new alignments.

After that, the Visit Share Management job should be run. Salesforce Help states that, to share historical account visit records after territory realignments, admins run the Visit Share Management job so field users continue to have access to relevant historical visit data. That exactly matches the second requirement in the question: newly assigned reps must gain access to historical visit data for accounts that now belong to their territories.

Option A is incorrect because the question asks for the correct sequence, and Salesforce documentation does not indicate that Visit Share Management should be relied on to automatically execute the territory information update job. Option C is incorrect because running visit sharing before updating provider-account-territory information can share records based on stale territory data.

Therefore, the correct operational sequence is: update Provider Account Territory Information first, then run Visit Share Management.

NEW QUESTION # 31

Choose 1 option.

When sending email using the Agentforce Life Sciences mobile app, who can field sales reps CC on the message?

- **A. Colleagues**
- B. Healthcare Providers and colleagues
- C. Healthcare Providers

Answer: A

Explanation:

The correct answer is A because Salesforce Life Sciences Field Email allows field users to add colleagues as CC recipients. Salesforce Help for customizing and sending emails in Life Sciences Cloud states that users can send emails to healthcare professionals and healthcare organizations from their workflow, select an email template, and add colleagues as CC recipients. This distinction matters for compliance. In Life Sciences engagement, HCPs and HCOs are the intended external recipients of approved email communications. The CC field is not intended as a free-form way to add additional HCPs. Instead, CC is used for internal collaboration or visibility, such as copying a colleague involved in the account, territory, or follow-up process. This helps keep HCP communications controlled, trackable, and aligned with approved email workflows.

Option B is incorrect because it suggests both HCPs and colleagues can be CC'd. Although emails are sent to HCPs or HCOs, Salesforce's documented CC behavior specifically references colleagues as CC recipients. Option C is also incorrect because HCPs are the primary external recipients, not the users who should be copied in the CC field. Therefore, when sending email from the Agentforce Life Sciences mobile app, field sales reps can CC colleagues.

NEW QUESTION # 32

Choose 1 option.

A sales director at Cumulus Pharma requires the field team to capture shifts in sentiment and competitive threats during interactions with Healthcare Providers (HCPs). These observations must be structured to help the organization identify commercial risks early and deploy mitigation strategies.

Which Agentforce Life Sciences for Customer Engagement feature should an Agentforce Life Sciences Consultant configure?

- A. Account Ratings to update the HCP's segmentation score based on the feedback
- B. Medical Inquiries to capture the observations and route them to a medical information queue
- **C. Medical Insights to record competitive intelligence and sentiment as structured data**

Answer: C

Explanation:

The correct answer is C because the scenario is asking for structured capture of field observations, sentiment changes, and competitive intelligence gathered during HCP interactions. Salesforce Life Sciences Cloud includes Medical Insights for capturing, analyzing, and sharing insights with medical, R&D, and commercial teams. Salesforce's Life Sciences Cloud pharma materials describe the capability as helping teams detect, capture, analyze, and share medical insights across R&D and commercial teams, while Salesforce Help also provides setup guidance for Medical Insights in Life Sciences Cloud.

Medical Insights is the best fit because the business requirement is not merely to log a question from an HCP. It is to capture structured observations that can reveal commercial risks, such as competitor activity, sentiment shifts, or emerging concerns. These insights can then support early risk identification and mitigation planning.

Option A is incorrect because Medical Inquiries are used to capture, manage, and respond to critical questions from HCPs, including formal inquiries that may require medical information handling. Salesforce describes Medical Inquiries as a way to capture, manage, and respond to critical questions from HCPs. That is different from capturing strategic field insights. Option B is also incorrect because Account Ratings help prioritize or segment accounts, but they are not the structured feature for recording competitive intelligence and sentiment observations. Therefore, Medical Insights is the correct feature.

NEW QUESTION # 33

Choose 1 option.

Cumulus Pharma wants the field team to log internal activities, such as "Quarterly Sales Training" or "Team Lunch," on their Agentforce Life Sciences for Customer Engagement calendar. These events are not related to specific Accounts, such as Healthcare Providers (HCPs) or Healthcare Organizations (HCOs), but must be visible for capacity planning. The solution must use the standard Agentforce Life Sciences object designed for non-customer schedule items.

Which object should an Agentforce Life Sciences Consultant use to log these activities?

- A. Time Off Territory
- B. General Event
- **C. Event**

Answer: C

Explanation:

The correct answer is B because Salesforce Life Sciences calendar configuration represents General Event calendar entries using the standard Event object. Salesforce Help for configuring calendar events in Life Sciences Cloud lists calendar event types and shows General Event with the object/API reference Event. This means that the standard object used to store general, non-customer calendar activities is Event, even though the user-facing event type is called General Event.

In the scenario, the activities are internal items such as sales training or team lunch. They are not visits, HCP interactions, HCO engagements, or account-specific activities. They still need to appear on the rep's calendar for capacity planning. Therefore, they should be logged as general calendar events on the standard Event object.

Option A, General Event, is tempting because it describes the business meaning of the schedule item. However, the question asks which object should be used. Salesforce's configuration identifies the object as Event. Option C, Time Off Territory, is incorrect because that object is used to log and manage time away from assigned territories, such as PTO or territory unavailability. A team lunch or sales training is not necessarily time away from territory and is better represented as a general calendar event. Therefore, the consultant should use the Event object.

NEW QUESTION # 34

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