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NEW QUESTION 47

Which of the following are likely to be advantages of using invitation to tender? Select TWO that apply:

Short turnaround times

- A. Lower administration costs
- B. Quick implementation
- C. [Driving forward planning culture](#)
- D. [Reducing risks of bribery and corruption](#)

Answer: C,D

Explanation:

Advantages of using invitation to tender may be as below:

No Nepotism: Tenders or bids are evaluated on the basis of certain predetermined criteria, such as price, quality and value for money. In other words, the firm offering the highest quality product or service at the lowest price point would win the contract. As most tender documents are opened and evaluated in a public process, I think that there remains little room for nepotism or favoritism of any kind.

Value for Money: From the perspective of the client, tenders offer the greatest value for the amount of money spent. This is due to the fact that the client can choose from a wide pool of potential suppliers to select the ones that can produce the highest quality product or service at the lowest price point. This allows the company, establishment or organization to save money without having to compromise on quality. Therefore, despite being quite time consuming, tendering is, in my opinion, a profitable long-term process from an organization's point of view.

Encourages Competition: The process of tendering helps promote a competitive market. This is because a number of potential contractors, firms or suppliers get a chance to bid for every project. And because selection depends on quality and price, every bidder tries to reduce operational inefficiencies and redundancies as much as possible in order to lower expenses and improve quality. This entire process encourages healthy competition in the market and prevents complacency and laziness, which in turn provides a boost to innovation and new ideas.

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Salesforce Certified Agentforce Life Sciences Consultant Sample Questions (Q44-Q49):

NEW QUESTION # 44

Choose 1 option.

A sales operations director wants to ensure that only oncology-specialty Healthcare Providers (HCPs) affiliated with a specific Healthcare Organization (HCO) are automatically aligned to the territory, while excluding other specialties at the same HCO. Which configuration meets this requirement?

- A. Create a sharing rule on the Care Specialty object to share Oncology records.
- B. Create a territory geo assignment rule where PersonAccount.Specialty equals "Oncology."
- **C. Create an affiliation alignment rule for the territory and select Care Specialty as "Oncology."**

Answer: C

Explanation:

Option B is correct because the requirement is based on an HCP's affiliation with an HCO and a specialty filter. Salesforce Life Sciences Cloud supports Territory Alignment for Affiliated Accounts, which lets organizations align affiliated accounts to specific territories. Salesforce Help also states that admins can define affiliation alignment rules to automatically align affiliated accounts to territories. This is the correct configuration when territory assignment must depend on the relationship between an HCP and an HCO, rather than only the HCP's standalone demographic or geographic attributes.

The question specifically says that only oncology-specialty HCPs affiliated with a specific HCO should be automatically aligned. An affiliation alignment rule can use Care Specialty as a criterion, so selecting "Oncology" ensures that only matching affiliated HCPs are included. Other specialties at the same HCO are excluded because they do not meet the specialty condition.

Option A is not the best answer because a territory geo assignment rule evaluates territory assignment using geographic or account-level criteria. It does not specifically model the affiliated-account relationship with the HCO. Option C is incorrect because sharing rules only control record visibility; they do not perform territory alignment. Therefore, the consultant should configure an affiliation alignment rule for the territory and select Care Specialty as "Oncology."

NEW QUESTION # 45

Choose 1 option.

Cumulus Pharma uses Agentforce Account Summary to provide the latest and most relevant account information before each Healthcare Provider (HCP) interaction. The company is onboarding a new persona for its Key Account Managers (KAMs). Provider account summaries generated for this new persona need information from two additional custom objects that store insights and market intelligence.

Which configuration ensures the new information is used only while generating the provider summary for this new persona?

- A. Update the Provider Summary Objects mapping to add the custom objects and their mapping to the KAM profile.
- B. Create mapping records in the Provider Summary Profile Mappings tab for the two custom objects and the KAM profile.
- **C. Create a new cross-object graph from a template, add the custom objects, and assign the new graph to the KAM profile.**

Answer: C

Explanation:

Option A is correct because Account Summarization uses cross-object graphs to determine which related objects and relationships are included in generated summaries. Salesforce Life Sciences Account Summarization setup resources reference creating a cross-object graph for Account Summarization and assigning cross-object graphs to an org or profile. This supports persona-specific summary behavior because a graph can be configured with the additional custom objects and then assigned specifically to the KAM profile.

The requirement says the new information must be used only for the new KAM persona. That means the consultant should avoid

changing the default or shared provider summary mapping used by other personas. By creating a separate cross-object graph from the template, adding the two custom insight and market-intelligence objects, and assigning that graph only to the KAM profile, the consultant isolates the new summary structure to the intended users.

Option B is not the best answer because globally updating Provider Summary Objects mapping could affect more than the KAM persona if the mapping is shared. Option C is also not the best answer because the key Account Summarization configuration pattern documented by Salesforce is graph creation and graph assignment to an org or profile. Therefore, the correct configuration is to create a new cross-object graph and assign it to the KAM profile.

NEW QUESTION # 46

Choose 1 option.

A field sales rep is ready to capture a Healthcare Provider's (HCP's) signature on an iPad for a sample drop-off. For Food and Drug Administration (FDA) 21 CFR Part 11 compliance, the system must capture the image of the signature and create a non-editable audit trail linking the signature to the specific samples and timestamp.

Which Agentforce Life Sciences for Customer Engagement feature should an Agentforce Life Sciences Consultant enable to support this rigorous audit requirement?

- A. Shield Audit Trail
- **B. Digital Verification**
- C. DocuSign for Salesforce

Answer: B

Explanation:

The correct answer is C because Salesforce's electronic signature capability for Life Sciences is Digital Verification. Salesforce Help states that the Electronic Signature feature provides 21 CFR Part 11-ready electronic signature functionality, and the setup guidance directs administrators to configure the Digital Verifications feature to manage electronic signatures in Salesforce rather than relying on a third-party application.

The requirement is specific to regulated sample drop-off. The system must capture the HCP's signature image, associate it with the sample disbursement, preserve the timestamp, and maintain an audit trail that supports compliance expectations. Digital Verification is the Salesforce Life Sciences feature designed to support electronic-signature capture in this type of regulated workflow.

Option A, Shield Audit Trail, is incorrect because Salesforce Shield can help with broader platform security, event monitoring, and auditability, but it is not the Life Sciences feature that captures an HCP's electronic signature for sample drop-off. Option B, DocuSign for Salesforce, is also incorrect because the question asks for the Agentforce Life Sciences for Customer Engagement feature that supports this requirement. Salesforce Help specifically points to Digital Verification for managing electronic signatures directly in Salesforce. Therefore, the consultant should enable Digital Verification to support the 21 CFR Part 11-ready signature and audit requirements.

NEW QUESTION # 47

Choose 1 option.

A data analyst wants to query the total interaction target for a Healthcare Provider (HCP) for the current period. The analyst needs to understand the high-level association of an Account to an Activity Plan as the parent record and which child object contains the specific targets.

Which objects represent this association?

- A. Parent: Assessment Task; Child: Assessment Indicator
- B. Parent: Activity Plan; Child: Account Goal
- **C. Parent: Provider Activity Goal; Child: Provider Activity Goal Measure**

Answer: C

Explanation:

The correct answer is B because the Provider Activity Goal object represents the parent-level association between a provider account and an activity plan, while Provider Activity Goal Measure stores the specific measurable targets associated with that goal. Salesforce's Life Sciences Cloud Developer Guide describes ProviderActivityGoal as storing progress toward the target for an account, including the percentage of the overall goal achieved by completed activities. Salesforce's Life Sciences standard objects also include ProviderActivityGoalMeasure, which represents the activity goal measure details.

In practical reporting and querying terms, the analyst should use Provider Activity Goal to identify the HCP/account's association to

the plan period, and then query the related Provider Activity Goal Measure records to retrieve the specific target values, such as total interaction target, channel target, product target, or other measurable plan goals depending on configuration.

Option A is incorrect because Assessment Task and Assessment Indicator are used for assessment-style workflows, not for storing provider activity-plan target measures. They may capture structured assessment responses, but they do not represent activity-plan goal targets. Option C is incorrect because while Activity Plan is the high-level planning object, it is not the direct account-to-plan parent association described in the question, and "Account Goal" is not the specific Life Sciences child object used for provider activity target measures. Therefore, the correct parent-child pairing is Provider Activity Goal and Provider Activity Goal Measure.

NEW QUESTION # 48

Choose 1 option.

Cumulus Pharma uses a geographic territory model where "Bay Area General Hospital" is aligned to the "San Francisco North" territory based on zip code. A Healthcare Provider (HCP), whose primary office address is located in Beverly Hills, falls under the "Los Angeles South" territory. However, this HCP also actively treats patients at Bay Area General Hospital. The HCP should be automatically aligned to the "San Francisco North" territory as well, ensuring the local field sales rep can manage the relationship based on the HCP's work at the hospital.

Which configuration in the Agentforce Life Sciences Admin Console meets this requirement?

- **A. Create an affiliation alignment rule specifying the Territory and the Affiliation Role, for example, "Affiliated Practice."**
- B. Create an account assignment rule in Territory Management to inherit the territory from the Parent Account field.
- C. Create a territory geo assignment rule using the zip code of the hospital and apply it to the HCP's record.

Answer: A

Explanation:

The correct answer is C because the HCP should be aligned to the San Francisco North territory based on an affiliation relationship with Bay Area General Hospital, not based on the HCP's primary address. Salesforce Life Sciences Cloud documentation explains that affiliation alignment rules are used to automatically align affiliated accounts to specific territories, and that rules can be created based on criteria such as account type and affiliation details. Salesforce also describes territory alignment for affiliated accounts as a way to determine which accounts users can view and manage based on affiliation-based territory logic.

In this scenario, the hospital is already aligned to San Francisco North through geography. The HCP's personal primary address places them in Los Angeles South, but their active work relationship with Bay Area General Hospital means they should also be aligned to San Francisco North. An affiliation alignment rule can evaluate that relationship and the relevant Affiliation Role, such as "Affiliated Practice," so the HCP is automatically aligned to the hospital-based territory.

Option A is incorrect because a geo assignment rule using the hospital zip code would not apply correctly to an HCP whose primary address is in Beverly Hills. Option B is incorrect because the relationship is not described as a parent-account hierarchy; it is an affiliation. Therefore, the correct configuration is an affiliation alignment rule with the appropriate territory and affiliation role.

NEW QUESTION # 49

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