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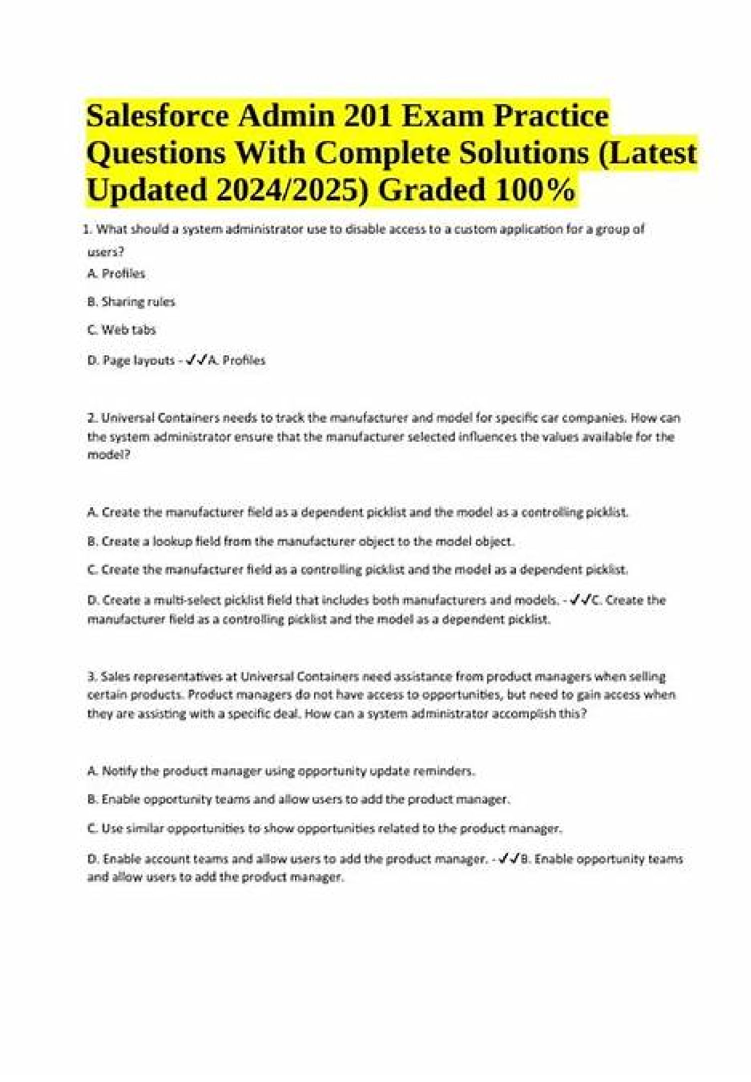

**Salesforce Admin 201 Exam Practice Questions With Complete Solutions (Latest Updated 2024/2025) Graded 100%**

1. What should a system administrator use to disable access to a custom application for a group of users?

A. Profiles

B. Sharing rules

C. Web tabs

D. Page layouts - ✓✓A. Profiles

2. Universal Containers needs to track the manufacturer and model for specific car companies. How can the system administrator ensure that the manufacturer selected influences the values available for the model?

A. Create the manufacturer field as a dependent picklist and the model as a controlling picklist.

B. Create a lookup field from the manufacturer object to the model object.

C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

D. Create a multi-select picklist field that includes both manufacturers and models. - ✓✓C. Create the manufacturer field as a controlling picklist and the model as a dependent picklist.

3. Sales representatives at Universal Containers need assistance from product managers when selling certain products. Product managers do not have access to opportunities, but need to gain access when they are assisting with a specific deal. How can a system administrator accomplish this?

A. Notify the product manager using opportunity update reminders.

B. Enable opportunity teams and allow users to add the product manager.

C. Use similar opportunities to show opportunities related to the product manager.

D. Enable account teams and allow users to add the product manager. - ✓✓B. Enable opportunity teams and allow users to add the product manager.

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The update for our ALS-Con-201 learning guide will be free for one year and half price concession will be offered one year later. In addition to the constantly update, we have been working hard to improve the quality of our ALS-Con-201 Preparation prep. I believe that with the help of our study materials, the exam is no longer an annoyance. Hope you can give not only our ALS-Con-201 training materials but also yourself a chance.

## Salesforce ALS-Con-201 Exam Syllabus Topics:

| Topic | Details |
|---|---|
| Topic 1 | • 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 2 | • Engagement Planning: Focuses on configuring activity plans, managing HCP<br>• HCO visit calendars with territory rules, setting up Key Account Management plans, and leveraging Agentforce AI features for optimized planning. |
| Topic 3 | • Foundations and Administration: Covers core system setup including account and territory configuration, mobile app management, security, consent<br>• data privacy, intelligent content, and reporting fundamentals for Agentforce Life Sciences. |
| Topic 4 | • Sampling Inventory Management: Addresses end-to-end sample management including allocation limits, GxP regulatory compliance, disbursement workflows, inventory audits, and sample reporting dashboards. |

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

**NEW QUESTION # 41**
Choose 1 option.
Cumulus Pharma uses Agentforce Account Summary to access 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). The provider account summary generated for this new persona needs 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. Create a new cross-object graph from a template, add the custom objects, and assign the new graph 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. Update the Provider Summary Objects mapping to add the custom objects and their mapping to the KAM profile.

**Answer: B**

Explanation:
The correct answer is B because the requirement is persona-specific. Cumulus Pharma does not want the two additional custom objects to influence provider summaries for all users; the new insights and market intelligence must be used only when the provider summary is generated for the Key Account Manager profile. Salesforce Life Sciences Account Summarization is designed to generate contextual provider summaries from the latest changes, interactions, and insights related to a healthcare provider, and its configuration includes profile-specific setup so different personas can receive summaries grounded in the information relevant to their role.
Creating mapping records in the Provider Summary Profile Mappings tab associates the relevant summary data with the KAM profile. This is the most precise configuration because it controls which profile receives access to the additional summary context.
Option A is not the best answer because creating a cross-object graph and assigning it directly to a profile is not the described administrative mechanism for persona-based provider summary control. Option C is also too broad: updating the Provider Summary Objects mapping may make the custom objects available to the summarization framework, but the key requirement is limiting usage to the new KAM persona. Profile mapping is what ensures the new objects are applied only for that persona's provider summary generation.

**NEW QUESTION # 42**
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. Digital Verification
- B. Shield Audit Trail
- C. DocuSign for Salesforce

**Answer: A**

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 # 43**
Choose 1 option.
Cumulus Pharma uses Agentforce Life Sciences for Customer Engagement to provide Account Summaries. The Agentforce Life Sciences Consultant configured a Cross-Object Field History Graph to include related Provider Visit and Medical Inquiry records. Key Account Managers report that summaries include all related data; however, field sales reps report that their summaries exclude visit and inquiry data. Both user groups have Read access to the underlying objects.
What is the cause of this issue?

- A. The field sales rep has not been added to a Data 360 segment used for summarization.
- B. The Cross-Object Field History Graph is not assigned to the field sales rep profile.
- C. The field sales rep profile does not have View All permissions on these objects.

**Answer: B**

Explanation:
The correct answer is A because Account Summarization can use different Cross-Object Field History Graph assignments by org or profile. Salesforce Help for Life Sciences Account Summarization states that administrators can create a Cross-Object Graph for Account Summarization and assign cross-object graphs to an org or profile. Salesforce also describes the Account Summarization workflow as using configured cross-object field history so summaries can include recent and relevant account changes from related objects.
In this case, KAMs see summaries that include Provider Visit and Medical Inquiry records, while field sales reps do not. Both groups have Read access to the objects, so object permission is not the root cause. The difference is most likely profile-based summarization configuration: the graph containing Provider Visit and Medical Inquiry data has been assigned to the KAM profile but not to the field sales rep profile.
Option B is incorrect because Account Summary generation in this scenario is driven by Cross-Object Field History Graph configuration, not membership in a Data 360 segment. Option C is also incorrect because the question explicitly says both user groups have Read access. View All is not the stated requirement for using a graph in summarization. Therefore, the issue is that the Cross-Object Field History Graph is not assigned to the field sales rep profile.

**NEW QUESTION # 44**
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. Enable Send Warning Emails for sales users.
- B. Leverage Simulation Mode to test transactions.
- C. Check Event Monitoring Logs in the Admin Console.

**Answer: B**

Explanation:
Option C is correct. Salesforce Life Sciences Cloud documentation for Synchronization Management describes Simulation Mode as the feature used to proactively find and fix synchronization problems before they affect users. This is directly aligned with the question's wording: the consultant must identify potential synchronization transaction failures that could prevent recently created records from being available offline in the Life Sciences mobile app. Simulation Mode helps admins validate synchronization behavior in advance, rather than waiting for sales users to encounter missing or failed offline records.
Option B is not the best answer, even though the question included it as the proposed answer. Event Monitoring can be useful for broader Salesforce activity monitoring, but the Salesforce Life Sciences synchronization documentation points specifically to Synchronization Management and Simulation Mode for identifying and resolving sync problems in the Life Sciences mobile app context. Option A is also incorrect because sending warning emails to sales users would notify people after a problem or warning occurs; it does not test synchronization transactions or identify potential failures before users are impacted.
Therefore, to identify potential synchronization transaction failures and reduce offline data issues for field sales users, the consultant should leverage Simulation Mode to test transactions.

**NEW QUESTION # 45**
Choose 1 option.
When sending email using the Agentforce Life Sciences mobile app, who can field sales reps CC on the message?

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

**Answer: C**

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 # 46**
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