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## High-praised ALS-Con-201 Training Guide: Salesforce Certified Agentforce Life Sciences Consultant Carries You Outstanding Exam Braindumps - ExamPrepAway

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## Salesforce Certified Agentforce Life Sciences Consultant Sample Questions

## (Q107-Q112):

### NEW QUESTION # 107

Choose 1 option.

Cumulus Pharma wants to track email interactions and in-person visits as two distinct types of interactions. The system should count these separately to ensure field sales reps meet their target of six emails and three visits. The solution must use standard Activity Plan configuration objects to categorize these interactions based on the Visit Channel.

Which object defines these distinct interaction categories?

- **A. Provider Activity Measure Type**
- B. Provider Activity Plan Interaction
- C. Provider Activity Goal

**Answer: A**

Explanation:

Option A is correct because Provider Activity Measure Type defines how engagement activities are measured and categorized in Activity Plans. Salesforce Help explains that an activity can be an interaction with a healthcare professional, such as a visit, and that a channel is the medium in which the interaction or activity occurs. This is exactly the requirement: Cumulus Pharma wants to distinguish email interactions from in-person visits so each channel can be counted separately against the field rep's targets.

Salesforce Help for creating Activity Plans also states that admins should verify that a provider activity measure type has been created to track provider engagement activities. This confirms that Provider Activity Measure Type is the setup object used to define what kind of activity is being measured.

Option B, Provider Activity Goal, is not correct because it represents the target or goal assigned to providers or reps, such as six emails or three visits. It does not define the activity category itself. Option C, Provider Activity Plan Interaction, is also not the best answer because the question asks which configuration object defines the distinct interaction categories. The measure type is the categorization layer that can use Visit Channel, such as Email or In-Person, to count interactions separately. Therefore, Provider Activity Measure Type is the correct answer.

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### NEW QUESTION # 108

Choose 1 option.

An Agentforce Life Sciences Consultant uses the Account Summarization template to create a cross-object graph for a Life Sciences organization. Users report that the Agentforce summaries successfully include related data but fail to show recent updates made to specific Healthcare Provider Account fields.

What should the consultant configure to ensure the summary reflects the latest changes to these records?

- **A. Enable history tracking for the fields configured in the template.**
- B. Enable feed tracking for the objects mapped in the template.
- C. Enable Field Audit Trail for the nodes defined in the template.

**Answer: A**

Explanation:

Option A is correct because Salesforce Life Sciences Account Summarization uses field history tracking to include the latest changes for configured fields. Salesforce Help states that, to get summaries of the latest changes in a record, history tracking must be enabled for the fields configured in the Account Summarization template. This directly matches the issue: the summaries include related data, but recent updates to specific HCP Account fields are missing. The consultant must enable history tracking for the relevant fields so Agentforce can use those tracked changes when generating the account summary.

Feed tracking is not the best answer because Chatter feed tracking is primarily used to publish field changes to the record feed for collaboration and visibility. It does not satisfy the specific Account Summarization requirement documented by Salesforce. Field Audit Trail is also not correct for this scenario. Field Audit Trail is a Salesforce Shield capability used for long-term retention and audit-policy management of field history data, but the Account Summarization setup requirement is specifically field history tracking for the fields included in the template. Salesforce's Account Summarization Data Setup documentation also confirms that the Provider Summary Lightning App Builder component can be configured to enable history tracking for fields included in the information summary.

Therefore, the consultant should enable history tracking for the Account fields configured in the Account Summarization template.

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### NEW QUESTION # 109

Choose 1 option.

Cumulus Pharma wants to standardize the "Immunexis Launch" strategy. Key Account Managers (KAMs) should be able to import a predefined Strategic Goal, such as "Secure Formulary Access," into their Account Plans. When they import this goal, the system should automatically generate the associated tactical Action Plan containing the required tasks. The solution must use the standard KAM template architecture to link the tactics to the strategy blueprint.

Which object represents the association between the Action Plan Template and the Goal Definition?

- A. Action Plan Template Goal
- B. Action Plan Template Participant
- **C. Action Plan Template Assignment**

**Answer: C**

Explanation:

Option B, Action Plan Template Assignment, is correct. In Salesforce Life Sciences Cloud Key Account Management, strategic planning uses goal definitions and action plan templates to standardize account-planning execution. A Goal Definition represents the reusable strategic goal blueprint, such as "Secure Formulary Access." An Action Plan Template defines the repeatable tactical tasks that should be generated when that goal is added to an account plan. The object that connects these two pieces is ActionPlanTemplateAssignment. Salesforce's Life Sciences Cloud Developer Guide describes ActionPlanTemplateAssignment as the object to which the action plan template is associated, including examples such as a problem definition, goal definition, or care plan template. This directly matches the scenario: the action plan template must be associated with the goal definition so that importing the predefined strategic goal can generate the related tactical action plan.

Option A is not correct because "Action Plan Template Goal" is not the standard object identified in the Salesforce Life Sciences Cloud data model for this association. Option C is also incorrect because an Action Plan Template Participant would relate to participants, not the relationship between a goal definition and an action plan template. Salesforce's Key Account Management Account Plan data model also includes Action Plan Template Assignment, Action Plan Template, Action Plan Template Item, and Goal Definition as part of the standard account-planning architecture.

Therefore, the correct object for linking the tactical action plan template to the reusable strategic goal definition is Action Plan Template Assignment.

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### NEW QUESTION # 110

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: Provider Activity Goal; Child: Provider Activity Goal Measure**
- C. Parent: Activity Plan; Child: Account Goal

**Answer: B**

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.

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## NEW QUESTION # 111

Choose 1 option.

A field sales rep has logged personal time off for next Friday. However, they accidentally attempt to schedule a provider visit with a Healthcare Provider (HCP) during that same time slot. The system needs to prevent this action. The solution must use the standard Time Off Territory (TOT) configuration to enforce this restriction as a hard stop.

Which configuration should an Agentforce Life Sciences Consultant verify in the Visit/Calendar settings?

- A. Enable "Block Activity on Conflict" on the TOT record type.
- **B. Configure TOT Overlapping Rules to set the behavior to "Error" when a Visit overlaps with a TOT record.**
- C. Create a validation rule on the Visit object checking the user's calendar.

**Answer: B**

Explanation:

Option B is correct because the requirement is specifically to prevent visit creation when a Visit overlaps with a Time Off Territory record. Salesforce Life Sciences documentation references Time Off Territory overlapping rules as the standard mechanism that prevents creating visits during TOT events. Salesforce's Winter '26 Customer Engagement package patch notes also mention an issue where a visit could be created during a Time Off Territory event, bypassing the overlapping rule that should have prevented creation. That confirms TOT overlapping rules are the expected standard control for this scenario.

Because the business wants a hard stop, the overlapping rule behavior must be set to "Error." This means the rep receives an error and cannot proceed with scheduling the visit while it conflicts with the TOT time block.

Option A is incorrect because a custom validation rule on Visit would duplicate a standard Life Sciences calendar/TOT capability and may not handle the full mobile scheduling experience correctly. Option C is also not the best answer because "Block Activity on Conflict" on the TOT record type is not the documented standard configuration in the Life Sciences Visit/Calendar settings. The correct standard configuration is to use TOT Overlapping Rules and set the overlap behavior to Error. This prevents scheduling visits during the rep's logged time off.

## NEW QUESTION # 112

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