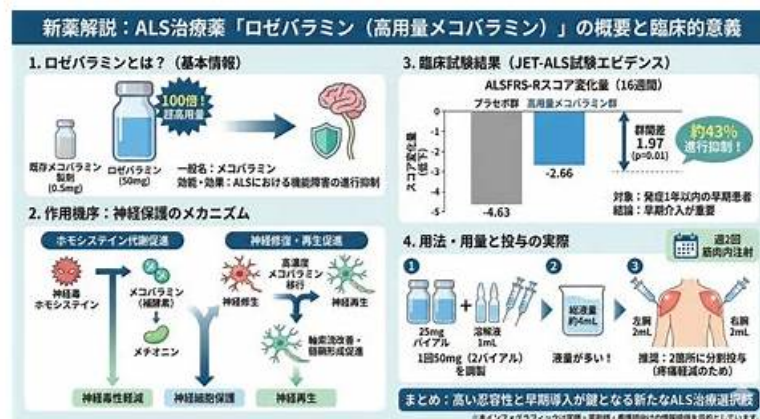


# 試験の準備方法-最新のALS-Con-201トレーリングサンプル試験-真実的なALS-Con-201勉強の資料



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## Salesforce ALS-Con-201 認定試験の出題範囲:

トピック	出題範囲
トピック 3	<ul style="list-style-type: none"> <li>Focuses on configuring activity plans, managing HCP</li> <li>HCO visit calendars with territory rules, setting up Key Account Management plans, and leveraging Agentforce AI features for optimized planning.</li> </ul>
トピック 7	<ul style="list-style-type: none"> <li>Covers core system setup including account and territory configuration, mobile app management, security, consent</li> <li>data privacy, intelligent content, and reporting fundamentals for Agentforce Life Sciences.</li> </ul>
トピック 8	<ul style="list-style-type: none"> <li>Addresses end-to-end sample management including allocation limits, GxP regulatory compliance, disbursement workflows, inventory audits, and sample reporting dashboards.</li> </ul>

>> ALS-Con-201トレーリングサンプル <<

## ALS-Con-201勉強の資料 & ALS-Con-201試験攻略

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## Salesforce Certified Agentforce Life Sciences Consultant 認定 ALS-Con-201 試験問題 (Q96-Q101):

### 質問 # 96

Choose 1 option.

When a field sales rep delivers samples they have physically received but have not yet acknowledged in the system, a Product Disbursement record is created with a warning. The system must maintain inventory integrity.

Which action is required to reconcile the product sample count?

- A. The disbursement is blocked until the Life Sciences Commercial Admin manually overrides the "Unresolved" status in the Admin Console under Org-Wide Settings.
- B. The system automatically triggers a Manual Adjustment operation to force the counts to match; the rep must then generate an electronic receipt to clear the warning.
- C. The system temporarily pauses updates to the Remaining Quantity and Quantity On Hand fields; the rep must acknowledge the inventory, and then click the Resolve Disbursement quick action button to finalize the update.

正解: C

解説:

The correct answer is A because Salesforce Life Sciences Sample Inventory Management includes a process for fixing unresolved product disbursements. Salesforce Help for managing samples references Fix Unresolved Product Disbursements, and the same Sample Inventory Management area describes inventory operations such as transfers, returns, shipments, assigned batches, and product disbursements as part of the sample lifecycle.

The issue occurs because the rep physically received samples and handed them to an HCP before formally acknowledging the inventory in the system. To preserve inventory integrity, Salesforce cannot simply reduce inventory counts as if the stock were already confirmed in the rep's available inventory. Instead, the system flags the Product Disbursement as unresolved. The rep must first acknowledge the inventory so the system recognizes the received stock, and then use the Resolve Disbursement quick action to complete the reconciliation and finalize the inventory count updates.

Option B is incorrect because the process does not require an admin to manually override an unresolved status in org-wide settings. This is an operational correction handled by the rep through the sample inventory workflow. Option C is also incorrect because forcing a Manual Adjustment would bypass the intended reconciliation process and could weaken auditability. The proper Life Sciences process is to acknowledge the inventory and then resolve the disbursement using the quick action.

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#### 質問 #97

Choose 1 option.

A field sales rep attempts to start a remote engagement session but receives an error indicating that they do not have permission to access the video service credentials. The rep's profile is verified in the Life Sciences Field Sales Representative permission set. Which additional permission should an Agentforce Life Sciences Consultant assign?

- A. Grant External Credential Principal Access permission.
- B. Provide the rep with the Auth Token for first-time authentication.
- C. Add the rep to the Twilio Users Public Group.

正解: A

解説:

Option A is correct because Remote Engagement with Twilio uses Salesforce named and external credentials, and users need access to the external credential principal to use those credentials. Salesforce Help for configuring Twilio credentials in Life Sciences Remote Engagement states that the Life Sciences Customer Engagement managed package includes the named and external credentials for Twilio. The same Salesforce Help result specifically references selecting External Credential Principal Access as part of the setup. This aligns directly with the error: the field sales rep cannot access the video service credentials, even though the Life Sciences Field Sales Representative permission set has been verified.

Option B is incorrect because the solution is not to manually provide the rep with a Twilio authentication token. That approach would be insecure and inconsistent with Salesforce's named/external credential model. Credentials should be managed centrally through Salesforce configuration, not distributed directly to end users. Option C is also incorrect because "Twilio Users Public Group" is not the documented permission mechanism for accessing the video service credentials in Life Sciences Cloud Remote Engagement.

Salesforce's broader named credential security documentation also explains that external credential principals can be mapped to permission sets and profiles so users can make callouts to external systems with the right access. That supports the need to grant External Credential Principal Access rather than changing the rep's profile or sharing tokens manually.

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#### 質問 #98

Choose 1 option.

An Agentforce Life Sciences Consultant is setting up sample limits for a controlled substance. Legal requires that, if a field sales rep attempts to disburse more than the allowed quantity, the system must strictly prevent the transaction. The rep should receive a message and be unable to submit the visit until the quantity is corrected.

How should the consultant configure the Limit Enforcement Type on the Sample Limit Template?

- **A. Set the Limit Enforcement Type to Error.**
- B. Set the Limit Enforcement Type to Block.
- C. Set the Limit Enforcement Type to Warning.

**正解: A**

解説:

Option C is correct because the requirement is strict enforcement. Salesforce Help for Sample Limit Template types states that when the enforcement type is Error, distributions are blocked after limits are met. This directly matches the legal requirement in the question: the field sales rep must be prevented from submitting the visit when the disbursement quantity exceeds the allowed limit. A controlled substance requires a hard compliance stop rather than a soft business warning. Setting the Limit Enforcement Type to Error ensures that the rep receives an error message and must correct the sample quantity before continuing. This protects the company from noncompliant disbursements and supports controlled sampling governance.

Option A is incorrect because Warning is a soft-limit behavior. A warning may alert the rep that the limit has been exceeded, but it allows the rep to proceed. That does not meet the requirement to strictly prevent the transaction. Option B is also not the best answer because "Block" is not the documented Limit Enforcement Type in the sample-limit template options shown in Salesforce's Life Sciences sample limit resources. The documented strict enforcement behavior is Error. Therefore, for controlled substances or any legally required hard stop, the consultant should configure the Sample Limit Template with Limit Enforcement Type set to Error.

### 質問 # 99

Choose 1 option.

An Agentforce Life Sciences Consultant at Cumulus Pharma needs to complete the Activity Plan configurations aligned with the company's objectives and activate the plans based on the time period.

Which step meets this requirement?

- A. Schedule or immediately trigger the Process Provider Activity Plans batch job.
- **B. Schedule or immediately trigger the Update Activity Plan Status batch job.**
- C. Schedule or immediately trigger the Validate Activity Plans batch job.

**正解: B**

解説:

Option C is the best answer because the requirement is specifically to activate Activity Plans based on the time period. In Life Sciences Cloud, Activity Plans define activity goals for sales representatives over a specific period, including goals, measures, territories, accounts, and activity targets. Salesforce Help describes Activity Plans as a way to transform provider interaction strategies into actionable tasks with defined goals and targets for field representatives.

When the key requirement is status activation based on the plan's effective time period, the relevant job is the Update Activity Plan Status batch job. The wording of this option directly aligns with the requested outcome: activate the plans according to time period. Validate Activity Plans is related to validation and activation readiness. Salesforce Help notes that the Validate Activity Plans batch job is used in the activity-plan approval and activation process, but the question does not ask merely to validate plans or activate approved provider activity goals.

Process Provider Activity Plans is also not the best answer because it is more closely associated with processing provider-level plan records and goal calculations after plans are configured. The question asks which step completes configuration and activates plans based on time period, making the status update job the precise fit. Therefore, the consultant should schedule or immediately trigger the Update Activity Plan Status batch job.

### 質問 # 100

Choose 1 option.

A field sales rep is planning their route for the week. The system should recommend the specific days and times when a Healthcare Provider (HCP) is most likely to accept a visit, based on historical engagement data. This feature must be enabled in the Visit/Calendar settings.

Which setting supports this optimization?

- **A. Enable Best Time Settings.**
- B. Configure Operating Hours on the Account.
- C. Set up Provider Best Time.

正解: A

解説:

The correct answer is B because the requirement is to enable the Life Sciences visit and calendar setting that surfaces best-time recommendations for planning. Salesforce Help for Life Sciences Calendar states that users can schedule visits and other events while using best time recommendations. Salesforce also provides guidance for configuring filters to find best visit times, explaining that users can filter accounts by a healthcare professional's preferred engagement time to plan and schedule visits more effectively. The key phrase in the question is that the feature must be enabled in Visit/Calendar settings. "Best Time Settings" is the configuration area that supports the optimization. Once enabled, the system can use historical engagement patterns and preferred engagement timing to help reps plan visits when HCPs are more likely to be available or receptive.

Option A is close in meaning, but "Set up Provider Best Time" describes the capability more generally rather than the setting in Visit/Calendar settings. Option C is incorrect because operating hours represent general availability windows for an account or location. Operating hours can help prevent scheduling at inappropriate times, but they do not provide intelligent recommendations based on historical engagement data. Therefore, the consultant should enable Best Time Settings.

## 質問 # 101

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