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Salesforce Certified Agentforce Life Sciences Consultant Sample Questions (Q99-Q104):

NEW QUESTION # 99

Choose 1 option.

Cumulus Pharma recently reorganized its sales territories. Several field sales reps report that they can no longer view historical Medical Inquiry records for the Healthcare Providers (HCPs) in their new territories.

Which batch job should an Agentforce Life Sciences Consultant run to recalculate record access based on the new territory alignment?

- A. Align Account to Territory
- **B. MIRF Share Management**
- C. Account Object Share Rule Calculation

Answer: B

Explanation:

Option B is correct because MIRF Share Management is the Life Sciences Cloud batch job used to manage sharing for Medical Inquiry records. Salesforce Help describes Medical Inquiries as supporting batch jobs that share and manage multiple medical inquiry records consistently and efficiently, and specifically identifies the MIRF Share Management job as the job used to maintain inquiry-data sharing. This directly matches the scenario: after a territory reorganization, field sales reps need access recalculated for historical Medical Inquiry records associated with HCPs in their newly assigned territories.

Option A is not the best answer because Account Object Share Rule Calculation is a generic description of account sharing recalculation. The issue is not general Account visibility; it is Medical Inquiry record visibility after territory changes. Option C is also incorrect because aligning accounts to territories handles territory assignment, but the accounts have already been reorganized. The remaining problem is recalculating access to Medical Inquiry records that should now be shared according to the new territory model.

Therefore, the consultant should run MIRF Share Management. This batch job is the standard Life Sciences mechanism for recalculating Medical Inquiry record sharing and ensuring field users regain access to inquiry records that correspond to their current territory-aligned HCPs.

NEW QUESTION # 100

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

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 # 101

Choose 1 option.

To calculate the total value of inventory in the field, an analyst needs to report on the quantity of "Immunexis 50mg" held in every field sales rep's trunk, represented as a Location. The report must query the specific object that represents the stock of a product at a location.

Which object serves as the primary data source for this report?

- A. Location Group
- B. Product Request
- **C. Product Item**

Answer: C

Explanation:

Option B, Product Item, is correct because Salesforce defines ProductItem as the object that represents the stock of a particular product at a particular location. Salesforce Field Service developer documentation states that ProductItem represents stock of a product at a location, such as items stored in a warehouse. The Field Service Inventory Management data model also states that inventory management starts with product items, which represent stock of a particular product at a particular location.

This exactly matches the reporting requirement. The analyst needs to calculate how much "Immunexis 50mg" exists in each sales rep's trunk. In Salesforce inventory architecture, each rep's trunk is modeled as a Location, and the stock quantity of a given Product2 at that Location is represented by Product Item records. Reporting on Product Item allows the analyst to group by Location, filter or group by Product, and calculate quantity or value.

Option A, Location Group, is incorrect because a location group organizes or groups locations; it does not represent the actual stock quantity of a specific product at an individual location. Option C, Product Request, is also incorrect because a product request is used for requesting or moving inventory, not for representing the on-hand inventory balance. Therefore, Product Item is the primary data source for this report.

NEW QUESTION # 102

Choose 1 option.

Cumulus Pharma wants to ensure that whenever a field sales rep discusses a product during a visit, for example "Immunexis," the rep is required to record product-specific information before being allowed to submit the visit.

How should the Agentforce Life Sciences Consultant configure this requirement?

- A. Create a validation rule on the Visit object that checks for discussions on the "Immunexis" product.
- **B. Enable Require Discussion in Product Discussion Settings for the "Immunexis" product record.**
- C. Mark the Comments field as required on the Provider Visit Product Discussion page layout.

Answer: B

Explanation:

Option C is correct because the requirement is product-specific and should be configured through Product Discussion Settings, not through a generic page-layout or Visit validation rule. Salesforce's Life Sciences Cloud Visit Management data model includes Provider Visit Product Discussion as the object that represents products discussed during a visit, including key details about the product brand, therapeutic area, and related information. Salesforce also documents ProviderVisitProdDiscussion as representing additional notes or information about products discussed during a healthcare provider visit.

The question asks for a configuration that applies when a specific product, such as Immunexis, is discussed. Enabling Require Discussion in Product Discussion Settings for the product record is the most targeted standard configuration because it ties the requirement to that product's visit discussion behavior.

Option A is not the best answer because a custom validation rule on Visit would have to inspect related product-discussion records and could become complex or unreliable for mobile visit submission behavior. Option B is also insufficient because making a Comments field required on the page layout would apply based on the layout, not specifically when Immunexis is discussed. It also would not necessarily enforce product-specific discussion requirements across all relevant visit submission paths. Therefore, the consultant should enable Require Discussion in Product Discussion Settings for the Immunexis product record.

NEW QUESTION # 103

Choose 1 option.

Cumulus Pharma wants to launch a new product, "Immunexis," and mandates that field sales reps must capture explicit opt-in consent from Healthcare Providers (HCPs) before sending any digital marketing materials. The following records are already

configured in Agentforce Life Sciences:

Data Use Purpose record for "Immunexis Marketing"

Communication Subscription record named "Immunexis KOL Webinar Series"

Engagement Channel Type record for "Email"

When reps attempt to capture consent on their iPads, they can see the "Immunexis KOL Webinar Series" subscription, but they cannot select "Email" as a channel to capture the opt-in preference.

Which step resolves this issue so the rep can select "Email" for this subscription?

- A. Navigate to the Consent Administration tab in the Admin Console and check the box for "Allow Email Channel."
- **B. Create a Communication Subscription Channel Type junction record to link the Subscription to the Engagement Channel Type.**
- C. Create a Communication Subscription Consent record for the user profile to activate the channel visibility.

Answer: B

Explanation:

Option B is correct because Communication Subscription Channel Type is the junction record that links a Communication Subscription to an Engagement Channel Type. Salesforce's Life Sciences Consent Management data model includes Communication Subscription, Communication Subscription Channel Type, Communication Subscription Consent, Data Use Purpose, Engagement Channel Type, and related consent objects. This confirms that subscription-channel availability is modeled through Communication Subscription Channel Type, not only through the subscription or channel records separately.

Salesforce's Communication Subscription objects documentation states that Communication Subscription Channel Type specifies the engagement channel that can be used to contact the customer for a communication subscription. The Salesforce object reference also identifies fields on Communication Subscription Channel Type such as EngagementChannelTypeId, confirming that this object connects the subscription to the channel.

Option A is incorrect because there is no indication that a generic "Allow Email Channel" checkbox controls this relationship. Option C is also incorrect because Communication Subscription Consent stores an individual HCP's consent preference after the channel-subscription combination exists. It does not make the Email channel selectable for the subscription. Therefore, the consultant must create a Communication Subscription Channel Type record linking "Immunexis KOL Webinar Series" to the Email Engagement Channel Type.

NEW QUESTION # 104

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