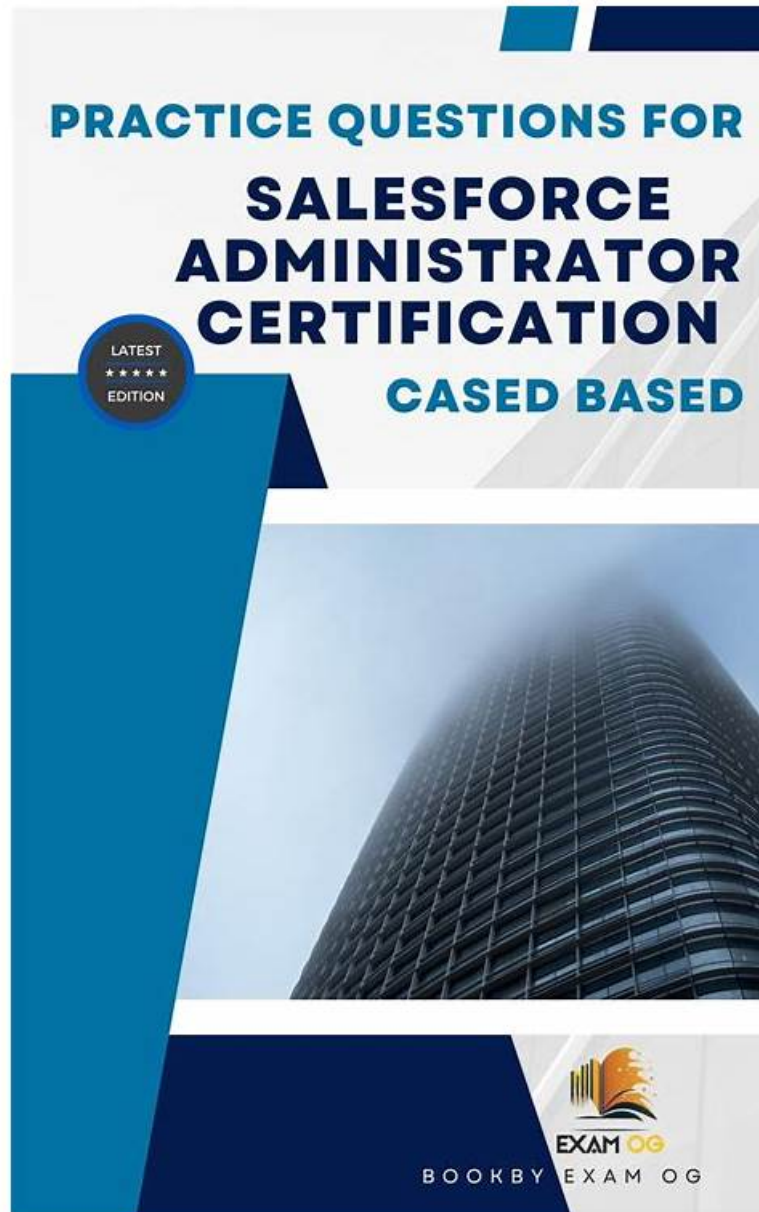


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Salesforce Certified CRM Analytics and Einstein Discovery Consultant Sample Questions (Q73-Q78):

NEW QUESTION # 73

Universal Containers' sales team is looking to build a dashboard that shows the total revenue from their top 10 accounts (based on revenue) and make it dynamic with the filters of the dashboard.

Which action is required to accomplish this?

- A. Create 2 query with a selection based interaction as a filter using the limit query to pass in the 10 Account IDs.
- B. Create a query with a results based interaction as a filter using the limit query to pass in the 10 Account IDs.
- **C. Create a query and sort descending by revenue and limit it to 10 results.**

Answer: C

Explanation:

To create a dashboard showing the top 10 accounts by revenue dynamically, the best approach is to create a query that sorts the accounts in descending order by revenue and limits the results to the top 10. This query can then be used as the data source for the widget, ensuring that it dynamically adjusts based on the filters applied to the dashboard.

This method efficiently handles the task because sorting by revenue and limiting the results to 10 ensures that only the top accounts are displayed, and it remains dynamic with dashboard filters.

NEW QUESTION # 74

Cloud Kicks (CK) has a dashboard in CRM Analytics with forecasting data. One widget is a compare table using the timeseries function showing the quarterly forecast. However, CK is interested in enhancing the dashboard with a weekly forecast per customer. How should CK achieve this?

- A. An SAQL query with @ timeseries statement specifying Account Name as the partition and Y-M-D as the Date Cols
- B. An SAQL query with a timeseries statement specifying Opportunity Name as the partition and Y-M-W as the Date Cols
- **C. An SAQL query with a timeseries statement specifying Account Name as the partition and Y-M-W as the Date Cols**

Answer: C

Explanation:

To create a weekly forecast per customer, an SAQL (Salesforce Analytics Query Language) query can be used.

The timeseries function generates forecast data based on a specified date range. In this case, the forecast is customer-specific, meaning the partition should be based on Account Name to ensure that the forecast is generated for each customer. The date column (Date Cols) should be set to Y-M-W to aggregate the forecast data on a weekly basis.

NEW QUESTION # 75

Universal Containers plans to upload target data from an external tool to CRM Analytics so it can calculate the sales team target attainments.

The target data changes every month, so the datasets need to be updated on a monthly basis. The target data is a CSV file that contains the Salesforce ID of the sales rep, the target amount, and the month of the target. For each sales rep, the file contains a target for every month of the current year as well as all previous years.

Based on this information, which operation should a consultant use with the Analytics External Data API to upload the file?

- A. Append
- **B. Overwrite**
- C. Update

Answer: B

Explanation:

For uploading target data that changes on a monthly basis and includes historical data (previous years' targets), the appropriate operation is "Overwrite." This ensures that each time the CSV file is uploaded, the existing data in the dataset is replaced with the new data. This is critical because the target data includes both current and historical data, and using "Overwrite" will update the entire dataset while maintaining historical accuracy.

"Append" would add new data without replacing the old records, leading to duplication, and "Update" is not suitable for completely replacing data in this context.

NEW QUESTION # 76

A consultant runs the sharing inheritance coverage assessment for the Opportunity object and finds that some records exceed 400 sharing descriptors.

What should the consultant do?

- A. Increase the sharing descriptor limit in the analytics settings.
- B. Contact Salesforce Support to increase the sharing descriptor limit.
- C. Use security predicates in CRM Analytics.

Answer: C

Explanation:

When a record exceeds 400 sharing descriptors, it can cause performance issues or sharing rule complications in CRM Analytics. In such cases, the recommended solution is to use security predicates, which allow fine-tuned control over which data is visible to users based on their sharing rules and permissions. Security predicates reduce the number of sharing descriptors by enforcing security at the dataset level rather than relying solely on record-sharing mechanisms.

Increasing the sharing descriptor limit is not an available option, and Salesforce Support does not typically increase this limit, making the use of security predicates the best approach.

NEW QUESTION # 77

A CRM Analytics consultant has been asked to refactor a dashboard so that it loads quicker. After some analysis, the consultant found that most of the dashboard queries run in less than 5 seconds; however, the Opportunities Table takes more time to load when scrolled down from its initial view.

How should the consultant improve the performance of this dashboard?

- A. Create a second dashboard and move the table to this new dashboard.
- B. Create a second page on the dashboard and move the table to this new page.
- C. Create a Visualforce page and display a list view of the Opportunities on this new page.

Answer: B

NEW QUESTION # 78

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