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Salesforce Certified CRM Analytics and Einstein Discovery Consultant Sample Questions (Q104-Q109):

NEW QUESTION # 104
What is a benefit of introducing a second local connector?

- A. Better performance by syncing data according to the refresh necessities
- B. Better deployment management between sandboxes and production environment
- C. Better maintenance by having a connector per recipe

Answer: A

Explanation:
Introducing a second local connector in CRM Analytics can improve performance by enabling more granular control over data syncs. By having a separate connector, different datasets or recipes can be synchronized independently based on specific refresh needs, reducing load and improving overall performance. This approach helps optimize data flow operations, especially in large-scale deployments with varying data refresh requirements.

NEW QUESTION # 105

Universal Containers wants to create two dashboards and has two user groups. The 'Regional Performance' dashboard should be accessible to sales reps and managers/executives to keep track of how sales reps are performing in each region. Sales reps must only be able to see data pertaining to their respective region. The 'National Performance' dashboard is using the same data as the other dashboard but should only be accessible to managers/executives to compare data across all regions.

In addition to row-level security to view only regional data, how should a consultant ensure that sales reps are unable to view the 'National Performance' dashboard?

- A. Create two datasets, one app; store both 'Regional Performance' dashboard, 'National Performance' dashboard, and dataset in the app; and provide access to both user groups to this app.
- B. Create one dataset, one app; store both 'Regional Performance' dashboard, 'National Performance' dashboard, and dataset in the app; and provide access to both user groups to this app. Use row-level security to restrict sales reps from seeing data in 'National Performance' dashboard.
- C. Create one dataset, two apps; store 'Regional Performance' dashboard and dataset In one app; and provide access to both user groups to this app. Store 'National Performance' dashboard in another app and only provide access to managers/executives.

Answer: C

NEW QUESTION # 106

Universal Containers uses CRM Analytics to build dashboards for different departments: Sales, Service, and Marketing. Users in the same department have the same role and need to have access to the same dashboards.

Dashboards for different departments use some common datasets with the same row-level security.

How should a CRM Analytics consultant address this need?

- A. Create one app for each department, put common datasets in the shared app, and use permission sets to share apps.
- B. Create one app for each department, put common datasets in the shared app, and use roles to share apps.
- C. Create one app for each department, put common datasets in the shared app, and use profiles to share apps.

Answer: A

Explanation:
For managing access to department-specific dashboards while leveraging common datasets, the best approach involves the use of apps and permission sets. Here's why:
* App Segregation: Creating a separate app for each department (Sales, Service, Marketing) allows for tailored dashboards and datasets to be grouped by department, facilitating easier management and navigation.
* Shared Common Datasets: Placing common datasets in a shared app ensures that all departments can access necessary data without duplication, maintaining consistency and reducing storage requirements.
* Use of Permission Sets: Leveraging permission sets to control access to these apps is a flexible and scalable approach. Permission sets can be finely tuned to grant or restrict access based on user roles within the organization, and they can be easily adjusted as roles or organizational structures change.
This structure not only ensures data security and appropriate access but also enhances the efficiency of managing CRM Analytics resources across different departments.

NEW QUESTION # 107

The marketing team at Cloud Kicks has five dashboards in an app. Four widgets are replicas of each other in three of the dashboards.
What is the best way to maintain these widgets?

- A. Create/Edit a lens and add each dashboard.
- B. Create/Edit a component for the widgets.
- C. Create/Edit the widgets individually on each dashboard.

Answer: B

Explanation:
To maintain consistency and ease of updates across multiple dashboards, creating or editing a component for the widgets is the most effective method. This approach:
Efficiency in Updates: Allows changes to be made in one place, which automatically propagates to all instances where the component is used across dashboards.
Consistency: Ensures uniformity in the appearance and functionality of the widgets across different dashboards.
Simplicity: Reduces the need for redundant work, where each widget would otherwise need to be updated individually.

NEW QUESTION # 108
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. Update
- C. Overwrite

Answer: C

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 # 109
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