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Salesforce Certified CRM Analytics and Einstein Discovery Consultant Sample Questions (Q24-Q29):

NEW QUESTION # 24
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 a timeseries statement specifying Opportunity Name as the partition and Y-M-W as the Date Cols
- B. An SAQL query with @ timeseries statement specifying Account Name as the partition and Y-M-D 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, anSAQL (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 onAccount Nameto 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 # 25

consultant is tasked with creating an opportunity dataset for a new analytics app. One requirement is to make sure users only see the opportunities they have access to in Salesforce. Opportunity records are private but shared using the role hierarchy. The consultant runs the sharing inheritance coverage assessment and finds that the VP of sales is not covered by the sharing inheritance. The consultant decides to proceed with using sharing inheritance for the dataset.
What else does the consultant need to do?

- A. Create a manual sharing rule to extend access to the VP of sales from the opportunity record.
- B. Flatten the role hierarchy in the recipe and set a backup securitypredicate based on opportunityowner and role path.
- C. Set the organization-wide default for the Opportunity object to Public Read/Write.

Answer: B

NEW QUESTION # 26

Several users are complaining they are unable to see a specific dashboard on a Salesforce Lightning page anymore. The CRM Analytics consultant logs in as one of the users and sees an error page once the dashboard is opened.
How should the consultant solve this issue?

- A. Open the Lightning page, remove the dashboard component, reinsert it, and save the page.
- B. Check the Analytics Studio app to see if user's access has been removed.
- C. Clone the dashboard and replace the existing one on the Lightning page with the new one

Answer: B

NEW QUESTION # 27

Universal Containers has a dashboard for sales managers. They need to visualize the percentage of their opportunities in the pipeline in a Gauge chart. They want to customize the chart to keep track if they are below or beyond the target.
Which widget parameters should a consultant use?

- A. Range Values, Angle, Conditional Formatting
- B. Reference Line, Angle, Range Values
- C. Reference Line, Markers, Conditional Formatting

Answer: C

Explanation:
In the scenario described, the sales managers at Universal Containers require a Gauge chart that not only shows the current percentage of opportunities in their pipeline but also indicates whether they arebelow or beyond their set targets. The appropriate widget parameters to achieve this visualization in Salesforce CRM Analytics (formerly known as Einstein Analytics) are:
* Reference Line: This parameter is crucial for defining a specific target value on the gauge chart. It visually marks a point that represents the target goal, providing an immediate visual cue as to whether the current percentage is below or above this point.
* Markers: Markers are used to represent and highlight specific values on the gauge chart. They can be utilized to emphasize the current percentage level of the pipeline, making it instantly visible how close or far the current value is from the reference line or target.
* Conditional Formatting: This feature allows the chart to change color or style based on whether the current values meet, exceed, or fall below the target. It is a critical visual tool for quickly communicating performance against targets. Conditional formatting can be set to alter the appearance of the gauge's fill color based on whether the values are above, equal to, or below the reference line, thereby providing an intuitive visual representation of performance relative to targets.
The combination of these three parameters enables a highly effective visualization for sales managers to monitor their performance against key metrics and targets directly on their dashboards. This setup is aligned with Salesforce's best practices for creating meaningful and actionable insights within CRM dashboards, ensuring that users can easily interpret and react to the data presented.
For more details on configuring these parameters, you can refer to Salesforce documentation and specific Trailhead modules that cover dashboard creation and customization:
* Wave Analytics Explorer
* Building Lenses, Dashboards, and Apps in CRM Analytics

These resources provide in-depth training and examples to help users effectively use Salesforce CRM Analytics for a wide range of data visualization needs.

NEW QUESTION # 28

A CRM Analytics consultant has been asked to bring data from an external database as well as five external Salesforce environments into CRMAnalytics. Twenty-five objects have been enabled from the local Salesforce connector.
The requirements are:
* 10 objects should be enabled from an external database
* 12 objects each from three of the external Salesforce environments
* 15 objects each from the remaining two external Salesforce environments The consultant estimates each connector will, per object, bring between 1,000 and 1 million rows of data.
Which limit will be exceeded?

- A. Total number of enabled objects
- B. Storage rows of data
- C. Salesforce external connector number of synced rows

Answer: A

Explanation:
In evaluating the scenario presented where multiple external sources and objects are being integrated into CRM Analytics, we need to consider the total number of enabled objects across all connections. Here's a breakdown:
* 10 objects from an external database
* 12 objects each from three external Salesforce environments, totaling 36 objects
* 15 objects each from two external Salesforce environments, totaling 30 objects
* 25 objects already enabled from the local Salesforce connector
This brings us to a total of 101 objects enabled, which may exceed typical limits on the number of objects that can be enabled in a CRM Analytics environment, depending on the specific Salesforce licensing and platform limits.

NEW QUESTION # 29

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