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Salesforce Certified CRM Analytics and Einstein Discovery Consultant

Sample Questions (Q115-Q120):

NEW QUESTION # 115

Which capability can a consultant use if "Deploy without connecting to a Salesforce Object" is selected while deploying the model?

- A. No-Code Writeback to SFDC objects
- B. Einstein Predictions Component score
- C. Predict Function in Salesforce flows

Answer: C

Explanation:

When deploying a model with the option "Deploy without connecting to a Salesforce Object", the suitable capabilities include:

* Use of Predict Function in Salesforce Flows: This capability allows the deployed model to be used within Salesforce Flow as a predictive tool, enabling automation flows to include predictions without directly writing back to Salesforce objects.

* Flexibility in Application: This method provides flexibility in how predictions are utilized across various Salesforce processes and workflows, without the need for direct data manipulation within Salesforce objects.

* Enhanced Workflow Integration: By integrating predictive insights directly into flows, organizations can automate decision-making processes, enhance user interactions, and streamline operations based on predictive outcomes.

This setup aligns with Salesforce's best practices for leveraging CRM Analytics to enhance operational efficiency and decision accuracy across different business functions.

NEW QUESTION # 116

Universal Containers (UC) builds three Einstein Discovery models in Salesforce to predict and maximize its revenue per customer.

The models are for every region UC has a business: EMEA, AMER, and APAC.

How should a consultant help UC deploy the three Einstein models to Salesforce?

- A. Segment the account data per region and deploy the appropriate model for each segment.
- B. Deploy the same model to all accounts and use an Apex trigger to segment the prediction.
- C. Filter the account data per region and deploy the same model to all segments.

Answer: A

Explanation:

In deploying Einstein Discovery models that are tailored to different regions (EMEA, AMER, and APAC), the best approach is to segment the account data by region and apply the specific model designed for each segment. This method ensures the following:

* Relevance and Accuracy: Each model can be specialized to understand and predict based on regional dynamics, which may differ significantly across geographies in terms of market behavior, customer preferences, and economic conditions.

* Efficiency: Deploying region-specific models avoids the dilution of predictive power that might occur if a single model were used across all regions, which could lead to less accurate predictions.

* Scalability: This approach is scalable as UC can further refine each model as more regional data becomes available or as regional market conditions evolve.

NEW QUESTION # 117

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 # 118

The CRM Analytics project team at Universal Containers is creating an app with dashboards, datasets, and lenses. The app has been shared with multiple users with Viewer, Editor, and/or Manager access.

One end user is unable to view the dashboard watchlist that was previously set up. They are receiving a "Resource not found" error while trying to access the dashboard. The team confirms that the end user has Viewer access to the app but the project team is able to view the dashboard.

What is the reason for this error?

- **A. The dashboard has been hidden by a user with Manager access to the App.**
- B. The dashboard or App permission needs to be updated to Editor.
- C. The dashboard is deleted by a user with Manager access to the App.

Answer: A

NEW QUESTION # 119

A company wants to create a timeline chart to visualize the evolution of its Closed Won opportunities.

What are the required parameters to build a lens that displays output similar to the image shown?

- A. 1 measure, 0 groupings if trellis is disabled, or 0-2 groupings if trellis is enabled
- **B. 1 measure, 1 grouping by a date field, and either 0-1 groupings by a dimension if trellis is disabled, or 0-2 groupings if trellis is enabled**
- C. 1 measure, 1-2 groupings if trellis is disabled, or 1-4 groupings if trellis is enabled

Answer: B

Explanation:

To create a timeline chart similar to the one shown, the following parameters are typically required:

* 1 Measure: This could be the count of Closed Won opportunities or any other relevant metric that needs to be tracked over time.

* 1 Grouping by a Date Field: This is essential to plot the timeline effectively. The date field would typically be the close date of the opportunities.

* Additional Groupings: Depending on the complexity and the detail needed, additional groupings can be added. For example, grouping by region or product line can provide more insights into the timeline. If trellis is used, it allows for the creation of multiple smaller charts within the main chart, each representing a slice of data based on the additional groupings.

This setup helps visualize the evolution of Closed Won opportunities over time, making it easy to spot trends, seasonal patterns, or other relevant insights.

NEW QUESTION # 120

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