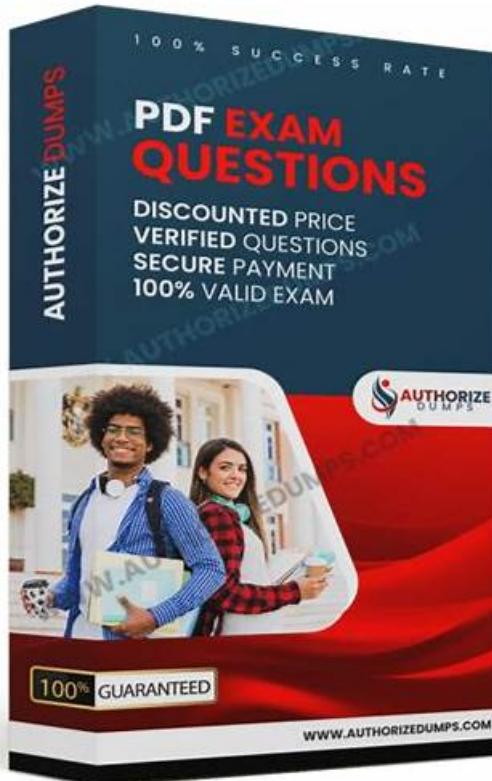


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Salesforce Certified CRM Analytics and Einstein Discovery Consultant Sample Questions (Q10-Q15):

NEW QUESTION # 10

A CRM Analytics consultant is building a dashboard for Cloud Kicks that is embedded in a separate Lightning page called "Management Dashboard" using a CRM Analytics Dashboard Component. The system administrator and the contract manager should both have access. The system administrator is able to see the dashboard and the data, but the contract manager sees a blank Lightning page.

What is causing the issue?

- A. The consultant has set up/enabled a 'Hide on Error' feature for the dashboard while embedding it.
- **B. The consultant has set up component visibility for the dashboard for system administrators only.**
- C. The consultant has set up a dashboard filter condition for data to be visible to system administrators only.

Answer: B

NEW QUESTION # 11

Universal Containers asks a CRM Analytics consultant to review the performance of its local data sync.

After removing unused objects and fields from connected data, what else should the consultant do to improve performance of the data sync?

- A. Enable fast sync in analytics settings.
- **B. Evaluate connection mode for each connected object.**
- C. Contact Salesforce Support to increase sync speed.

Answer: B

Explanation:

To improve the performance of local data sync in Universal Containers, evaluating the connection mode for each connected object is a practical approach. Here's the rationale:

- * Optimization of Resources: Different connection modes (e.g., Full Sync, Incremental Sync) use different amounts of resources. Choosing the right mode for each object based on how frequently its data changes can optimize the sync process and reduce load times.
- * Efficient Data Handling: By tailoring the connection mode to the needs of specific data objects, the overall efficiency of the data sync process is improved, leading to faster refresh rates and more timely data availability.
- * Cost and Performance Balance: Evaluating and selecting the appropriate connection mode can also help balance performance needs with cost constraints, as some modes may consume more compute resources than others.

NEW QUESTION # 12

Cloud Kicks has a dashboard that displays accounts and opportunities data in a table that contains actions to open the records in Salesforce. Since the company has allowed several accounts to be created with the same names, when users try to perform actions, they are prompted with only a record ID to select, leaving the users confused and unable to act.

How should the CRM Analytics consultant solve this problem?

- A. Discuss with the stakeholders If the action Is really necessary for the table.
- B. Ask the admin to start applying duplicate rules based on the account's Name field.
- **C. Insert more fields in the dataset action 'Display Fields' so the users know which account they are acting on.**

Answer: C

NEW QUESTION # 13

An CRM Analytics consultant is working with Ursa Major Solar to build a dashboard to understand customer renewals. Each subscription is captured as a Closed Won Opportunity within Salesforce and a single Account should only have one active subscription. The consultant notices the Opportunity record does NOT specify whether it is a renewal or a net new subscription. Which data transformation should the consultant use to determine if a subscription is new or a renewal?

- A. Custom Multiple row formula
- **B. Custom Formula**
- C. Flatten

Answer: B

Explanation:

To determine whether a subscription is new or a renewal from the Opportunity records in Salesforce, the consultant should utilize a Custom Formula in the data transformation process. Here's the rationale:

* Custom Formula Usage: By employing a custom formula, the consultant can create a logical expression that checks the historical data associated with each account. If an account has previous closed-won opportunities, any new opportunities can be labeled as renewals; otherwise, they are considered new subscriptions.

* Data Insight: This method provides a straightforward way to derive new insights (new vs. renewal) directly from existing data without altering the data structure itself, making it a non-invasive and efficient solution.

* Implementation: The custom formula can be applied in a recipe or directly within a dataflow in CRM Analytics, offering flexibility in how and where the transformation is executed.

NEW QUESTION # 14

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

Answer: B

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 # 15

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