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ECON 201 Study Guide

Chapter 1: Economics Issues and Concepts

1.1 What is Economics?

Microeconomics

The study of the causes and consequences of the allocation of resources as it is affected by the workings of the price system.

Macroeconomics

The study of the determination of economic aggregates such as total output, employment, and growth.

Scarcity & Choice

Relative to our desires, existing resources are scarce. Scarce means insufficient for the demand. There are enough resources to produce only a fraction of the goods and services that we want. Scarcity, therefore, implies the need for choice.

Opportunity Cost

Opportunity cost is the value of the next best alternative that is forgone when one alternative is chosen.

Budget Line:

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Salesforce Certified CRM Analytics and Einstein Discovery Consultant Sample Questions (Q29-Q34):

NEW QUESTION # 29

A team of CRM Analytics developers has been working on an existing recipe to add new derived fields. The edited version has been failing ever since, and management is requesting that the dashboard show refreshed data while they work on the edits. How can the developers add new fields while keeping the dataset refreshed?

- A. A recipe for the new fields and when that is successful, add it to the existing recipe as a join node.
- B. Refresh the dataset after working hours to avoid the edited version from failing.
- C. Clone the existing recipe to add fields and roll back the original recipe to the last working version.

Answer: C

Explanation:

When faced with the need to continue refreshing data while developing new features in a recipe, the best practice is:

* Clone the Existing Recipe: By cloning the recipe, developers can experiment with adding new fields and transformations without affecting the production data flow. This allows for testing and development in a sandbox-like environment.

* Roll Back to a Stable Version: Rolling back the original recipe to the last stable version ensures that the production dashboards continue to receive refreshed data, maintaining business operations without disruption.

This approach not only ensures data continuity but also provides a safe environment to address any issues that may arise from new developments.

NEW QUESTION # 30

Cloud Kicks (CK) wants to use CRM Analytics to analyze trends of its sales pipeline in order to accelerate the company's sales process. To do so, CK needs to know the average time an opportunity spends in each stage. The data can be found in the Opportunity History object, but the value is not pre-calculated in Salesforce, so a consultant recommends using a recipe to calculate it.

How should the consultant use a recipe to calculate the average time an opportunity spends in each stage?

- A. An aggregate transformation with offset parameter to calculate the duration
- B. Flatten transformation with offset expressions to calculate the duration
- C. Custom transformation with a multiple row formula to calculate the duration

Answer: C

NEW QUESTION # 31

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. Contact Salesforce Support to increase the sharing descriptor limit.
- B. Increase the sharing descriptor limit in the analytics settings.
- 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 # 32

Cloud Kicks has informed CRM Analytics developers that they have two scenarios with restricted row-level security. The parameters being:

1. Non-CXOs and VPs working in EMEA can have access to EMEA records only.
2. CXOs and VPs should have access to all data irrespective of the region (APAC, EMEA, etc.).

Which sharing method works for this scenario?

- A. Use a field on the user record like Department/Region, and apply row-level security based on that field.
- B. Create two separate datasets; one for EMEA, and one for CXOs and VPs.
- C. Create two sets of dashboards; one for EMEA, and one for CXOs and VPs while filtering the dashboard on the region.

Answer: A

Explanation:

For Cloud Kicks' requirements regarding access to data based on roles and geographic regions, the most efficient and scalable approach is to implement row-level security using fields on the user record, like Department or Region. Here's the rationale for choosing this approach:

- * Scalability and Maintenance: By applying security rules based on user record fields, Cloud Kicks can manage access dynamically without needing to maintain multiple dashboards or datasets. This reduces administrative overhead and simplifies updates as roles or regional structures change.
- * Flexibility: Using a field on the user record to control access allows for easy expansion or modification of security policies as new regions or roles are added.
- * Simplicity: This method ensures a clear and straightforward security model that can be easily audited and understood by administrators and compliance teams.

NEW QUESTION # 33

Universal Containers intends to use a custom Salesforce big object in its org and visualize the data using CRM Analytics. As the number of rows to be synced is quite large, the CRM Analytics consultant is looking to set up an incremental sync with additional filters added as part of the data sync to improve performance.

What should the consultant keep in mind while implementing this?

- A. Custom big objects are NOT supported by CRM Analytics.
- B. Only SOSL queries can be used as data sync filters.
- C. Incremental data sync is NOT supported for big objects.

Answer: C

NEW QUESTION # 34

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