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Salesforce Certified CRM Analytics and Einstein Discovery Consultant Sample Questions (Q15-Q20):

NEW QUESTION # 15

A CRM Analytics consultant is adding direct data into an existing recipe. When trying to click on the input node, data preview is taking a long time to show any results.

How should the consultant resolve this?

- A. Register the Salesforce object and use Filtered Rows under Data Preview Sampling.
- **B. Use the Filtered Rows sampling mode under Data Preview Sampling to filter records.**
- C. Update the Sample Size under Data Preview Sampling to 5,000 rows.

Answer: B

NEW QUESTION # 16

At Universal Containers, a dashboard is built to track sales metrics. The Opportunity amount field has conditional formatting added - it turns green for closed won and red for closed lost.

How should a CRM Analytics consultant enhance the dashboard design to become more accessible to users with color vision challenges?

- A. Make the numbers bold to emphasize whether it is won or lost.
- B. Position Alt Texts next to the KPIs to make it more understandable.
- **C. Add up and down arrow next to the KPIs to make it more understandable.**

Answer: C

Explanation:

Enhancing accessibility, especially for users with color vision challenges, is critical. Adding up and down arrows next to the KPIs:

* Visual Cues: Provides a non-color dependent method to indicate whether metrics are positive (up arrow) or negative (down arrow).

* Accessibility: Improves understanding for users with color vision deficiencies, ensuring that the dashboard is inclusive.

* User Experience: Enhances the overall usability of the dashboard by making the interpretation of data straightforward and less reliant on color.

NEW QUESTION # 17

ACRM Analytics consultant is reviewing results from an Einstein Discovery story with a business user. They agree with the findings but notice that none of the fields used in the story have a correlation value greater than

4%. The client is now concerned that the model

may not be good enough to deploy.

Which action should the consultant take?

- A. Edit the model accuracy settings and rerun it to evaluate the correlation.
- B. Use the appropriate algorithm and update the model.
- **C. A Identify additional data that may have a stronger relationship with the outcome variable.**

Answer: C

NEW QUESTION # 18

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, an SAQL (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 on Account Name to 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 # 19

A dashboard designer at Cloud Kicks creates a dashboard in CRM Analytics. The designer notices fields display on the dashboard with their API labels, such as "AccountId.Industry", and wants to change this behavior.

The designer also notices that the fields and their order appear to randomly change when a values table is created.

What should the CRM Analytics consultant explain to help the designer?

- A. The default fields in a values table can be changed by reordering how fields appear in the JSON of the value table.
- **B. The default fields in a values table and the field labels can be modified in the dataset explorer.**
- C. The field labels can only be changed in the widget properties in the dashboard edit mode.

Answer: B

Explanation:

For the scenario at Cloud Kicks where fields display with their API labels and the fields in a values table seem to change order randomly, the correct approach is to modify these settings in the dataset explorer within CRM Analytics. This allows for a more intuitive display and control over how data is presented in dashboards.

Here's how these adjustments help:

* **Modifying Field Labels:** Changing the field labels from their API names to more user-friendly names enhances readability and user experience. This can be done directly in the dataset explorer, which affects how fields appear across all dashboards utilizing that dataset.

* **Controlling Field Order:** The order of fields in a values table can seem random if not explicitly set. By using the dataset explorer, a designer can specify the order in which fields appear, which then reflects consistently in the dashboard's values table.

This functionality is part of CRM Analytics' aim to provide flexible and customizable data visualization tools.

Training on these features is available through various Salesforce Trailhead modules that discuss dashboard and dataset customization techniques, providing practical insights and guided tutorials to enhance dashboard design and user interaction.

Both these explanations are consistent with best practices as outlined in Salesforce's CRM Analytics documentation and the Trailhead educational content, ensuring that users are well-equipped to leverage the full capabilities of CRM Analytics for effective data management and presentation.

NEW QUESTION # 20

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