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# Salesforce Salesforce-AI-Specialist Exam Syllabus Topics:

Topic	Details
Topic 1	Prompt Builder: This section evaluates the expertise of AI specialists working with Salesforce's AI tools. It focuses on the Prompt Builder feature, requiring candidates to understand its usage based on business needs.
Topic 2	Einstein Trust Layer: This section evaluates the skills of Salesforce AI specialists responsible for implementing security protocols and safeguarding data privacy. It emphasizes the security, privacy, and foundational features of the Einstein Trust Layer.
Topic 3	Agentforce Tools: In this topic, AI specialists get knowledge using agents when it is appropriate.  Moreover, the topic explains the working of agents and reasoning engine powers Agentforce. Lastly, the topic focuses on managing and monitoring agent adoption.
Topic 4	Generative AI in CRM Applications: This part of the exam assesses AI specialists' knowledge of generative AI within CRM systems. It covers the use of generative AI features in Einstein for Sales and Einstein for Service.
Topic 5	Model Builder: This portion of the exam focuses on Salesforce AI specialists' expertise in working with AI models within Salesforce environments. Candidates will need to demonstrate knowledge of when to use the Model Builder and how to configure standard, custom, or Bring Your Own Large Language Model (BYOLLM) generative models to meet business needs.

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# Salesforce Certified AI Specialist Exam Sample Questions (Q88-Q93):

# **NEW QUESTION #88**

Universal Containers needs a tool that can analyze voice and video call records to provide insights on competitor mentions, coaching opportunities, and other key information. The goal is to enhance the team's performance by identifying areas for improvement and competitive intelligence.

Which feature provides insights about competitor mentions and coaching opportunities?

- A. Einstein Sales Insights
- B. Call Explorer
- C. Call Summaries

#### Answer: B

#### Explanation:

For analyzing voice and video call records to gain insights into competitor mentions, coaching opportunities, and other key information, Call Explorer is the most suitable feature. Call Explorer, a part of Einstein Conversation Insights, enables sales teams to analyze calls, detect patterns, and identify areas where improvements can be made. It uses natural language processing (NLP) to extract insights, including competitor mentions and moments for coaching. These insights are vital for improving sales performance by providing a clear understanding of the interactions during calls.

Call Summaries offer a quick overview of a call but do not delve deep into competitor mentions or coaching insights.

Einstein Sales Insights focuses more on pipeline and forecasting insights rather than call-based analysis.

#### Reference:

Salesforce Einstein Conversation Insights Documentation: https://help.salesforce.com/s/articleView? id=einstein\_conversation\_insights.htm

# **NEW QUESTION #89**

Universal Containers' current AI data masking rules do not align with organizational privacy and security policies and requirements. What should an AI Specialist recommend to resolve the issue?

- A. Add new data masking rules in LLM setup.
- B. Enable data masking for sandbox refreshes.
- C. Configure data masking in the Einstein Trust Layer setup.

# Answer: C

#### Explanation:

WhenUniversal Containers' AI data masking rulesdo not meet organizational privacy and security standards, the AI Specialist should configure thedata maskingrules within the Einstein Trust Layer. The Einstein Trust Layerprovides a secure and compliant environment where sensitive data can be masked or anonymized to adhere to privacy policies and regulations.

- \* Option A, enabling data masking for sandbox refreshes, is related to sandbox environments, which are separate from how AI interacts with production data.
- \* Option C, adding masking rules in the LLM setup, is not appropriate because data masking is managed through the Einstein Trust Layer, not the LLM configuration.

The Einstein Trust Layer allows for more granular control over what data is exposed to the AI model and ensures compliance with privacy regulations.

Salesforce AI Specialist References:For more information, refer to:https://help.salesforce.com/s/articleView? id=sf.einstein trust layer data masking.htm

# **NEW QUESTION #90**

The marketing team at Universal Containers is looking for a way personalize emails based on customer behavior, preferences, and purchase history.

Why should the team use Einstein Copilot as the solution?

- A. To analyze past campaign performance
- B. To send automated emails to all customers
- C. To generate relevant content when engaging with each customer

#### Answer: C

#### Explanation:

Einstein Copilot is designed to assist in generating personalized, AI-driven content based on customer data such as behavior, preferences, and purchase history. For the marketing team at Universal Containers, this is the perfect solution to create dynamic and relevant email content. By leveraging Einstein Copilot, they can ensure that each customer receives tailored communications, improving engagement and conversion rates.

Option A is correct as Einstein Copilot helps generate real-time, personalized content based on comprehensive data about the customer.

Option B refers more to Einstein Analytics or Marketing Cloud Intelligence, and Option C deals with automation, which isn't the primary focus of Einstein Copilot.

Reference:

Salesforce Einstein Copilot Overview: https://help.salesforce.com/s/articleView?id=einstein copilot overview.htm

#### **NEW QUESTION #91**

What is the correct process to leverage Prompt Builder in a Salesforce org?

- A. Select the appropriate prompt template type to use, select one of Salesforce's standard prompts, determine the object to associate the prompt, select a record to validate against, and associate the prompt to an action.
- B. Select the appropriate prompt template type to use, develop the prompt within the prompt workspace, select resources to dynamically insert CRM-derived grounding data, pick the model to use, and test and validate the generated responses.
- C. Enable the target object for generative prompting, develop the prompt within the prompt workspace, select records to fine-tune and ground the response, enable the Trust Layer, and associate the prompt to an action.

# Answer: B

#### Explanation:

When using Prompt Builderin a Salesforce org, the correct process involves several important steps:

- \* Select the appropriate prompt template typebased on the use case.
- \* Develop the prompt within the prompt workspace, where the template is created and customized.
- \* Select CRM-derived grounding datato be dynamically inserted into the prompt, ensuring that the AI- generated responses are based on accurate and relevant data.
- \* Pick the model to use for generating responses, either using Salesforce's built-in models or custom ones.
- \* Test and validatethe generated responses to ensure accuracy and effectiveness.
- \* Option Bis correct as it follows the proper steps for using Prompt Builder.
- \* Option AandOption Cdo not capture the full process correctly.

# References:

\* Salesforce Prompt Builder Documentation:https://help.salesforce.com/s/articleView?id=sf. prompt builder overview.htm

# **NEW QUESTION #92**

Universal Containers, dealing with a high volume of chat inquiries, implements Einstein Work Summaries to boost productivity. After an agent-customer conversation, which additional information does Einstein generate and fill, apart from the "summary"

- A. Sentiment Analysis and Emotion Detection
- B. Draft Survey Request Email
- C. Issue and Revolution

# Answer: C

#### Explanation:

Einstein Work Summaries automatically generate concise summaries of customer interactions (e.g., chat transcripts). Beyond the "summary" field, it extracts and populates Issue (key problem discussed) and Resolution (action taken to resolve the issue). These fields help agents and supervisors quickly grasp the conversation's context without reviewing the full transcript.

- \* Sentiment Analysis and Emotion Detection (Option A): While Einstein Conversation Insights provides sentiment scores and emotion detection, these are separate from Work Summaries. Work Summaries focus on factual summaries, not sentiment.
- \* Draft Survey Request Email (Option B): Not part of Work Summaries. This would require automation tools like Flow or Email Studio.
- \* Issue and Resolution (Option C): Directly referenced in Salesforce documentation as fields populated by Einstein Work Summaries.

#### References:

- \* Salesforce Help Article: Einstein Work Summaries
- \* Einstein Work Summaries focus on "key details like Issue and Resolution" alongside summaries.
- \* Contrast with Einstein Conversation Insights for sentiment/emotion analysis.

# **NEW QUESTION #93**

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