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Salesforce Einstein Analytics and Discovery Consultant

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QUESTION NO: 1

A company wants to allow users who belong to an account team to see all the Opportunities associated with that Account in Einstein Analytics.

Which two actions accomplish this requirement? (Choose two.)

- A.** In the dataflow, extract the OpportunityTeamMember object and augment it with the Opportunity object using 'OpportunityId' as the join field and apply the following security predicate: 'OpportunityTeamMember.UserId' = "\$User.Id".
- B.** Apply sharing inheritance.
- C.** Create a master-detail relationship between the Salesforce Account and Opportunity objects.
- D.** In the dataflow, extract the AccountTeamMember object and augment it with the Opportunity object using 'AccountId' as the join field and apply following security predicate: 'AccountTeamMember.UserId' = "\$User.Id".

ANSWER: B D**QUESTION NO: 2**

A client has two datasets that are used across seven different dashboards. Three of these dashboards are used by marketing and four are used by sales. The client requires that only marketing can access the marketing dashboards and only sales can access the sales dashboards.

What solution should be recommended?

- A.** Create one custom app for the datasets and share it with marketing and sales as "viewer".
- B.** Create two custom apps: one for marketing dashboards with marketing as "viewer" and one for sales dashboards with sales as "viewer". Add the datasets as references to both custom apps.
- C.** Create three custom apps: one for marketing dashboards with marketing as "viewer", one for sales dashboards with sales as "viewer", and one for datasets where marketing and sales are "viewer".
- D.** Duplicate the datasets and create two custom apps: one for marketing dashboards and datasets with marketing as "editor" and one for sales dashboards and datasets with sales as "editor".

ANSWER: C**QUESTION NO: 3**

An Einstein Consultant receives a request from the Marketing department to help them understand lead conversion. Presently, they are unaware of the percentage of leads that get converted to sales. They hope to view results by account manager, value, and quarter. The data is there, so the consultant can add it to the marketing dashboard.

How should this metric be calculated?

- A. Create a formula field on the lead object in Salesforce and add it to the dataset
- B. Create a new step in the dashboard using a compare table and define a formula
- C. Create a computeExpression in the dataflow
- D. Create a new step in the dashboard using a compare table and the running total function

ANSWER: D

QUESTION NO: 4

An Einstein Analytics team created a funnel chart to show the number of opportunities in each stage. The managers who use the chart report that the tunnel shows stages in alphabetical order instead of sales cycle order.

In which two ways can a consultant help them address this issue? (Choose two.)

- A. Use a dashboard JSON to rename stages
- B. Use a dataflow to rename the stages with a preceding number
- C. Use a dataflow to sort the stages by their internal name
- D. Use a dataset XMD to rename stages

ANSWER: B D

QUESTION NO: 5

A consultant built a very useful Einstein Analytics app for Sales Operations and they want to share its contents with the rest of Global Sales. However, they do not want to add everyone in Sales to their app. The consultant recommends extending the Sales Operations app and distributing it as an Einstein Analytics template app, but needs to locate specific information to get started.

What is the REST API URL where the consultant can find current template apps?

- A. `./services/data/v#.#/analytics/projects`
- B. `./services/data/v#.#/analytics/wizard`
- C. `./services/data/v#.#/wave/apps`
- D. `./services/data/v#.#/wave/templates`

ANSWER: D

QUESTION NO: 6

A dataset is ready for analysis in Einstein Discovery.

What is the first step a consultant should take after the data is loaded?

- A. Load the data into Einstein Analytics
- B. Analyze data columns and decide which, if any, to drop
- C. Identify data types and define the appropriate data as numeric
- D. Produce a graph of the data to analyze

ANSWER: C**QUESTION NO: 7**

The model quality metrics of an Einstein Discovery story indicate that the GINI coefficient in the four folds are – 0.82, 0.83, 0.84, and 0.75, respectively.

Which two actions should a consultant take? (Choose two.)

- A. Research and check the dataset for outliers in the target field and the main predictors that are shown on top of the story
- B. Deploy the story, because the variation in the metrics is within the normal range
- C. Do not deploy the story immediately, and research why one fold is performing worse than the others
- D. Confirm that the overall GINI coefficient is good prior to deploying the story

ANSWER: C D**QUESTION NO: 8**

A company created a dataset myExternalDataset. It contains a dimension, called UserRegion, that is populated by the standard User object's picklist: Region.

The company has security requirements for this dataset:

1. Only a subset of users should be able to access the dataset.
2. Users who can access the dataset should see only data that belongs to their region.

In which two ways can an Einstein Analytics consultant help them implement these requirements? (Choose two.)

- A. Use a security predicate in the dataset to users can see only rows belonging to their respective regions.
- B. Save the dataset under a new application and give "viewer" access to a public group containing the list of users allowed to see the dataset.

- C. Save the dataset under “My Private App” so only a subset of selected users can access the dataset.
- D. Create a sharing rule in Salesforce based on the Region field in the user object and set the dataset to inherit sharing from Salesforce

ANSWER: A B

QUESTION NO: 9

What are two benefits of designing using the “Progressive Disclosure” principle? (Choose two.)

- A. Better dashboard performance
- B. Automatic conditional formatting
- C. Discounted EA licenses when growth is achieved
- D. Improved ease of use for end users

ANSWER: A D

QUESTION NO: 10

A company’s Salesforce org has multi-currency enabled. This company’s business intelligence team used Einstein Analytics to build a dataflow that creates a dataset, “OpportunityDataSet”. This dataset is populated with data extracted from the standard object, Opportunity. One of the extracted fields is the standard field, Amount.

If a user explores the “OpportunityDataSet” in Einstein Analytics, in which currency will the Amount values be shown?

- A. In the connected user’s currency
- B. In the integration user’s currency
- C. In the currency that is set on the “currency” attribute in the dataflow
- D. In the currency that is set on the “currency” attribute in the dataset

ANSWER: B