

# Salesforce Tableau CRM & Einstein Discovery Consultant

1. Using the Setup menu, the Universal Containers company activated data sync (replication) in the Einstein Analytics settings. After running the sync, they notice that the aggregate sum of a field within their dataset is different than what they manually calculated by summing the same data in the Salesforce object from which the dataset was populated.

Which two differences in the newly synced data can explain this? Choose 2 answers

A. Differences involving permanently deleted records

B. Differences involving workflow-updated fields

C. Differences involving formula fields

D. Differences involving trigger-updated fields

**Answer(s): A C**

---

2. About what does the configuration wizard ask you questions about how you measure?

A. Caseduration

B. Customer geography

C. Customer satisfaction

D. Case resolution

E. All of the above

**Answer(s): E**

---

3. Trending data limits: Maximum number of trended datasets per user and rows per snapshot:

A. 5 per user, 200,000 per snapshot

B. 10 per user, 100,000 per snapshot

C. 10 per user, 200,000 per snapshot

D. 5 per user, 100,000 per snapshot

**Answer(s): D**

---

4. Max story creations per org per month

A. 1000 (can purchase more)

B. 500 (can purchase more)

C. 200 (can purchase more)

D. 500

**Answer(s): B**

---

5. What does a configuration wizard do?

A. Automatically creates multiple versions of the same app

B. Lets you know the best way to set up your Salesforce data

C. Asks you questions about how you storedata in your org to help you create your app

D. Customizes your template based on Salesforce settings

**Answer(s): C**

---

6. The Universal Containers company built three Einstein Discovery stories that they want to use in Salesforce to predict and maximize their revenue per customer. The stories are for every region where they have business: EMEA, AMER, and APAC.

How can a consultant help them deploy the three Einstein models to Salesforce?

- A. Segment the account data per region and deploy the same model to all segments.
- B. Deploy the same model to all accounts and set the region field as an actionable variable.
- C. Deploy the same model to all accounts and use an Apex trigger to call the appropriate prediction.
- D. Segment the account data per region and deploy the appropriate model for each segment.

**Answer(s): D**

---

7. A consultant is working with a credit card company that needs help with ongoing fraudulent transactions. The company provides a representative sample dataset for the consultant to analyze in Einstein Discovery. The story's initial assessment shows that a third-party payment app is the source of these fraudulent transactions. However, the company rejects this assessment outcome, stating they have not had a partnership with this payment app long enough for it to be a concern.

What is the recommended next step to improve the story outcome?

- A. Make adjustments to the story to better demonstrate that the third-party payment app is the culprit.
- B. Use the credit card company's domain knowledge and exclude the third-party payment app from the story.
- C. Explain to the company that the story has returned unbiased results and the initial assessment is accurate.
- D. Ask the credit card company for a more comprehensive dataset to analyze.

**Answer(s): C**

---

8. What is a valid permission for a permission set?

- A. Enable Parental Control

B. Always Sign Me Up for Dreamforce

C. Sales Analytics Apps

D. Access Sales Cloud Analytics Templates and Apps

**Answer(s): D**

---

9. In a Compare Table formula, you can refer to other columns with:

A. Their names

B. Numbers (1..9)

C. Letters (A..Z)

D. All of the above

**Answer(s): C**

---

10. A large company has a single dataset that contains the attainment and commission fields for all sales reps. Each sales rep should be able to view the attainment data for each rep in their division. Each rep should only be able to see their own commission data.

Which option should be used to enforce this requirement?

A. Create separate datasets for attainment and commission and apply security predicates and/or sharing inheritance.

B. Apply a security predicate on the existing single dataset.

C. Use sharing inheritance.

D. Add the sales organization to the attainment dataset access list.

**Answer(s): A**

---

**11.** How many external files can be uploaded to Einstein Analytics on rolling 24 hour basis?

A. 100 files per dataset

B. 300 files per dataset

C. 500 files per dataset

D. 50 files Per dataset

**Answer(s): D**

---

**12.** An Einstein Analytics team reports that when they start their dataflow it runs successfully with no errors or warnings, but one of the fields does not return values when it is queried.

What can be the origin of this issue?

A. The field does not contain any data in Salesforce.

B. The user who runs the dataflow does not have access to the field.

C. The "Integration User Profile" does not have access to the field.

D. The "Security User Profile" does not have access to the field.

**Answer(s): A**

---

**13.** An Einstein Analytics consultant is notified of a performance issue with data sync (replication). The consultant researches the issue and determines that unnecessary data is being synced.

Which solution should the consultant implement to help improve data sync (replication) performance?

A. Modify dataflows to exclude unused fields and include a filter to extract relevant data.

B. Scaledown the number of datasets to help improve data sync (replication) performance.

C. Start over again with new dataflows that exclude unused fields with a filter to extract relevant data.

D. Update the existing data sync (replication) process by removing unused fields with a filter to extract relevant data.

**Answer(s): D**

---

**14.** How do you create a regression timeseries?

A. In SAQL, use the timeseries function with the following arguments: Partition (the group\_by piece), Seasonality (set to 12 to get yearly seasonality).

**Answer(s): A**

---

**15.** What can changing an answer to a wizard question do?

A. Alter your Service Cloud implementation

B. Fine-tune dashboards to reflect how your company measures key indicators

C. Create a new set of dashboards with new KPIs

D. Use up one of the three wishes granted you by the wizard

**Answer(s): B**

---

**16.** What do you have to assign to users before they can access Analytics?

A. Analytics permission set license (PSL)

B. Permission set with at least one Analytics user permission

C. Username and password

D. A and B

E. B and C

**Answer(s): D**

---

**17.** What permissions are necessary for someone to edit the XMD?

A. Upload External Data to Analytics

B. Manage Analytics Templated Apps

C. Edit Analytics Dataflows

D. Edit Dataset Recipes

**Answer(s): A C**

---

**18.** When you assign any Analytics permission set to users in your org, Salesforce auto- assigns the Analytics Platform permission set license to that user.

A. True

B. False

**Answer(s): A**

---

**19.** Universal Containers (UC) is a multinational company that utilizes Salesforce and has a variety of internal systems. UC uses Einstein Analytics for their data analysis platform and they want to automate their weekly manual process to create a dataset from their on- premise data warehouse. Which solution should a consultant recommend to meet this requirement?

A. Utilize a Salesforce weekly export feature

B. Utilize Analytics Connector.

C. Utilize middleware with Analytics External Data API

D. Utilize a dataflow

**Answer(s): C**

---

**20.** What does the Division is Naval section of the waterfall graph tell you?

A. How combinations of factors affect the CLV for Naval customers

B. How individual factors separately affect the outcome for Naval customers

C. What the relationship is between significant and insignificant factors as they impact CLV for Naval customers

D. How the chosen variable is related to all other factors in the model for Naval customers

**Answer(s): A**

---