

# **TABLEAU-CRM-AND-EINSTEIN-DISCOVERY-CONSULTANT<sup>Q&As</sup>**

Certified Tableau CRM and Einstein Discovery Consultant

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## QUESTION 1

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.

Correct Answer: A

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## QUESTION 2

In the list of insights, the first insights that you see are the ones that explain, statistically, the most variation in the outcome variable. The insights that appear later, as you scroll through the story, explain variables that, statistically, account for less of the variation in the outcome variable.

When you select one variable, what are you comparing?

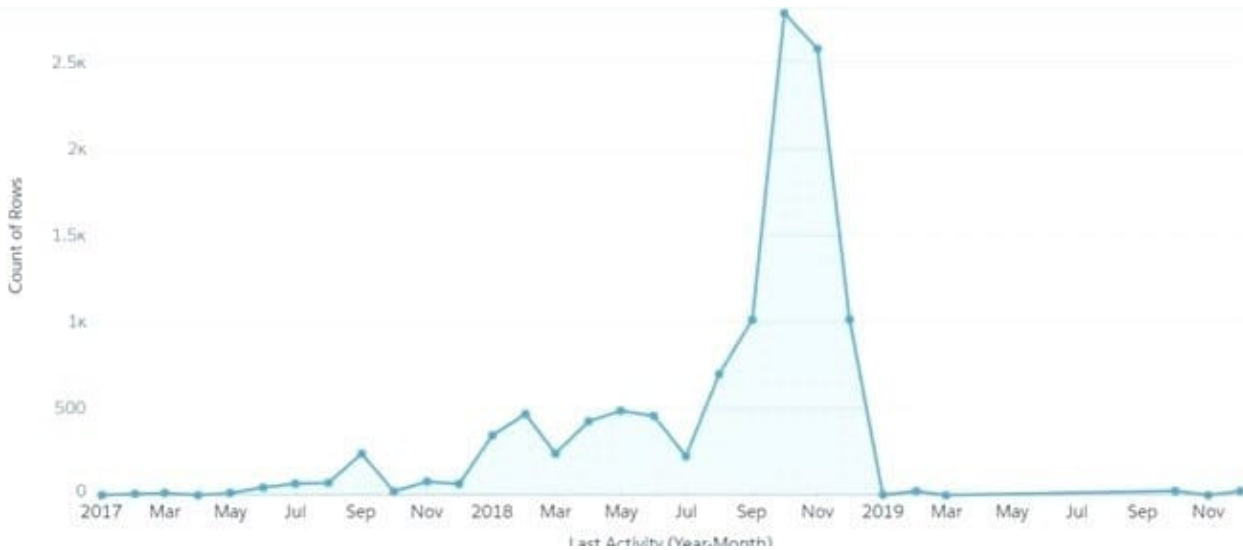
- A. Selected variable with CLV
- B. Selected variable average with the mean
- C. Selected variable with a different variable
- D. Selected variable average with the filtered average
- E. Selected variable with all story data

Correct Answer: E

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## QUESTION 3

Exhibit:



A company wants to create a timeline chart to visualize the evolution of their Closed Won Opportunities. What are the required parameters to build a lens that displays output similar to the image shown?

- A. 2 measures, 0-2 groupings if trellis is disabled, or 0-4 groupings if trellis is enabled
- B. 1 measure, 1-2 groupings if trellis is disabled, or 1-4 groupings if trellis is enabled
- C. 1 measure, 1 grouping by a date field, and either 0-1 groupings by a dimension if trellis is disabled, or 0-2 groupings if trellis is enabled
- D. 1 measure, 0 groupings if trellis is disabled, or 0-2 groupings if trellis is enabled

Correct Answer: C

#### QUESTION 4

A consultant built an Einstein Analytics app for the Sales Operations team. The Sales Operations team wants to share their app with other people at the company. The consultant recommends distributing the app as an Einstein Analytics template app.

What can the consultant do to give the Sales team more choices and options with future apps that are generated from the Sales Operations app?

- A. Update contents in the Sales Operations app and changes will be pushed down to its generated apps.
- B. Ensure the Sales team has the necessary permissions to customize their apps.
- C. Create a configuration wizard for the app.
- D. Update contents in the Sales Operations app and create new template versions of the app.

Correct Answer: C

[https://trailhead.salesforce.com/en/content/learn/modules/wave\\_analytics\\_templates\\_intro/wave\\_analytics\\_templates\\_in\\_action](https://trailhead.salesforce.com/en/content/learn/modules/wave_analytics_templates_intro/wave_analytics_templates_in_action)

## QUESTION 5

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

Correct Answer: A

## QUESTION 6

Universal Containers reports that any selection in the List widget is not affecting the Pie chart in one of their Einstein Analytics dashboards. The step options associated with the List widget and Pie chart are shown in the graphic.

The image shows two configuration panels for Einstein Analytics widgets. The top panel is for a List widget titled 'ProjectRegion'. It shows a list of regions with counts: AMER (1,392), AMER B2B (Commerce Cl... (4), AMER B2C (3,824), AMER CMRCL & SMB (164), AMER Financial Services (223), AMER HLS (180), AMER Key Select Canada (391), AMER Strategic (1,338), and APAC (318). The configuration panel for this widget shows 'Region\_1' as the ID, 'Region 1' as the Display Label, and 'Single selection' as the Selection Type. It has checkboxes for 'Apply global filters' and 'Apply filters from faceting', both of which are checked. 'Broadcast selections as facets' is also checked. The Initial Selections are set to 'No Selections'.

The bottom panel is for a Pie chart widget. Its configuration panel shows 'Single selection' as the Selection Type. 'Broadcast selections as facets' is checked. The Initial Selections are set to 'No Selections'.

The Pie chart itself is partially visible, showing a yellow segment labeled '86k'.

Which two changes can an Einstein Consultant implement to solve this issue, given that the steps are using the same dataset? Choose 2 answers

- A. Use selection binding in the filters section of the step "Step\_pie\_1."
- B. Enable the option "Apply filters from faceting" in the step "Region\_1."
- C. Enable the option "Apply filters from faceting" in the step "Step\_pie\_1."
- D. Use selection binding in the filters section of the step "Region\_1."

Correct Answer: AC

### QUESTION 7

The Universal Containers company used Einstein Analytics to create two datasets:

Dataset A: contains a list of activities with an "activityID" dimension and a "userID" dimension  
Dataset B: contains a list of users with a "userID" dimension

The team wants to delete from Dataset A all activities related to users in Dataset B.

How can an Einstein Consultant help them achieve this?

- A. Use the dataflow transformation "delete" and set "userID" as the deletion ID.
- B. Use a combination of dataflow transformations: "augment" and "filter."
- C. Use an external ETL tool to extract both datasets and delete records.
- D. Use the recipe operation "delete" and set "userID" as the deletion ID.

Correct Answer: B

### QUESTION 8

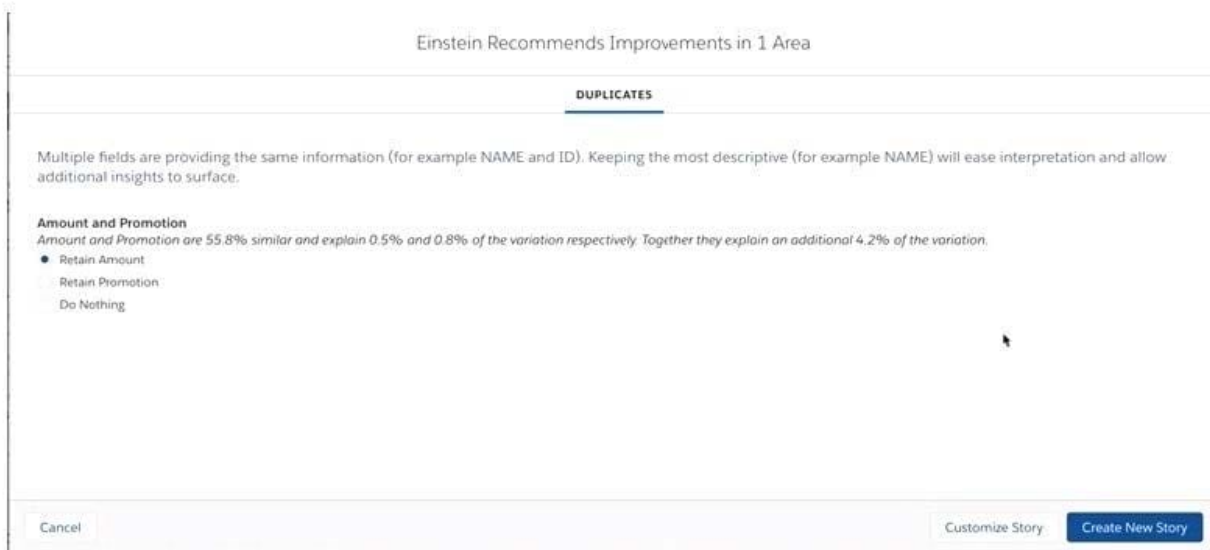
Why is it important to select the right root object when you use the dataset builder?

- A. The root object determines who can see the dataset.
- B. Only data from the root object can be included in the dataset.
- C. The root object determines what related objects you can add to the dataset.
- D. The root object determines what app the dataset is saved in.

Correct Answer: C

### QUESTION 9

Refer to the graphic.



Einstein found a recommendation to improve the story: apparently there are two variables that behave the same. Given there is no additional information, what is the correct action?

- A. Retain Promotion; it is an actionable variable and without it, we cannot recommend prescriptive actions.
- B. Cancel this story and redefine the dataset.
- C. Retain Amount; not knowing the size of a deal makes it hard to predict if will be won.
- D. Do nothing; they appear to be similar, but there might be differences from the business perspective.

Correct Answer: D

## QUESTION 10

Universal Containers has a dashboard for Sales Managers. They need the ability to visualize the number of Closed Won opportunities by month, quarter, or year, and then display the result in a single chart. An Einstein Consultant created a static step to display three values: ClosedDate\_month, ClosedDate\_quarter, and ClosedDate\_year.

What should the consultant do next?

- A. Use nested binding to update the grouping in the chart.
- B. Use selection binding to update the measure in the chart.
- C. Use result binding to update the measure in the chart.
- D. Use selection binding to update the grouping in the chart.

Correct Answer: D

## QUESTION 11

What are two main steps for creating a dataset?

- A. Run and monitor
- B. Plan and map
- C. Extract and prepare
- D. Build and explore

Correct Answer: C

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## QUESTION 12

A small Business Intelligence team is overwhelmed with multiple requests to create new dashboards. An option is to use layout templates to help with dashboard development.

What are two advantages of using layout templates? Choose 2 answers

- A. Layout templates are equipped with design best practice, such as optimally positioned KPIs and filters
- B. Layout templates are fast to create because they are fixed and read-only
- C. Layout templates offer a consistent end user experience
- D. Layout templates offer a universal layout thus reducing the hours spent on design

Correct Answer: CD

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## QUESTION 13

To use the Sales Analytics app, which permission set license do you need?

- A. Sales Wave
- B. Sales Analytics Apps
- C. Analytics Templated Apps
- D. Security User

Correct Answer: B

Each prebuilt Analytics app has its own PSL. When you set up permissions for those apps, select the right PSL. For Service Analytics, select "Service Analytics Apps." For Event Monitoring, select "Event Monitoring Analytics Apps," and so on.

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## QUESTION 14

The Event Monitoring Analytics app brings prebuilt insights and analytics to what type of existing data in your org?

- A. Field audit trail data



- B. Forensics data
- C. Sales Cloud data Login
- D. Event log file data

Correct Answer: D

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## QUESTION 15

How many concurrent stories per org are allowed?

- A. 5
- B. 4
- C. 2
- D. 1

Correct Answer: C

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