

TABLEAU-CRM-AND-EINSTEIN-DISCOVERY-CONSULTANT^{Q&As}

Certified Tableau CRM and Einstein Discovery Consultant

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QUESTION 1

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

Correct Answer: AC

QUESTION 2

In what order does Einstein Discovery present the insights that it uncovers?

- A. Alphabetical, in ascending order
- B. Alphabetical, in descending order
- C. Insights that explain the most variation in the outcome variable, in ascending order
- D. Insights that explain the most variation in the outcome variable, in descending order
- E. B and D

Correct Answer: D

QUESTION 3

The Vice President of Sales wants to create a "Pipeline Trending" dashboard in Einstein Analytics that displays specific colors depending on the values of the fields.

Which two techniques can a consultant use to help address this requirement? Choose 2 answers

- A. Use an XMD file and assign colors to each field value.
- B. Use SAQL queries to calculate a color field and assign it to each field value.
- C. Use a compute Expression to calculate a color field and assign it to each field value.
- D. Use the "fields" menu when exploring the dataset and assign colors to each field value.

Correct Answer: AD

QUESTION 4

A client has a dataset comprised of Opportunity data and Opportunity Line level data. The client wants to use this dataset with Einstein Discovery to understand the Opportunity win rate.

What must be done to the dataset to achieve this goal?

- A. Select the isWon = True outcome variable and generate the story.
- B. Filter to only look at isWon = True records to avoid skewing the results.
- C. Click Create Story and Einstein will take care of the rest.
- D. Change the grain by removing the line level detail as it will skew the win rate.

Correct Answer: C

QUESTION 5

A company wants to use Einstein Analytics to analyze the trend of their sales pipeline. The company wants to accelerate the sales process. To do so, they need to know the average time an opportunity spends in each stage. This value is not pre-calculated in Salesforce, so a consultant recommends using a dataflow to calculate it.

How can a dataflow be used to calculate the average time an opportunity spends in each stage?

- A. computeExpression Transformation with SAQL Expression to calculate the duration
- B. flatten Transformation with Offset Expressions to calculate the duration
- C. computeRelative Transformation with offset parameter to calculate the duration
- D. computeRelative Transformation with SAQL Expression to calculate the duration

Correct Answer: D

https://help.salesforce.com/articleView?id=bi_integrate_computeRelative_transformation_operation.htm

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