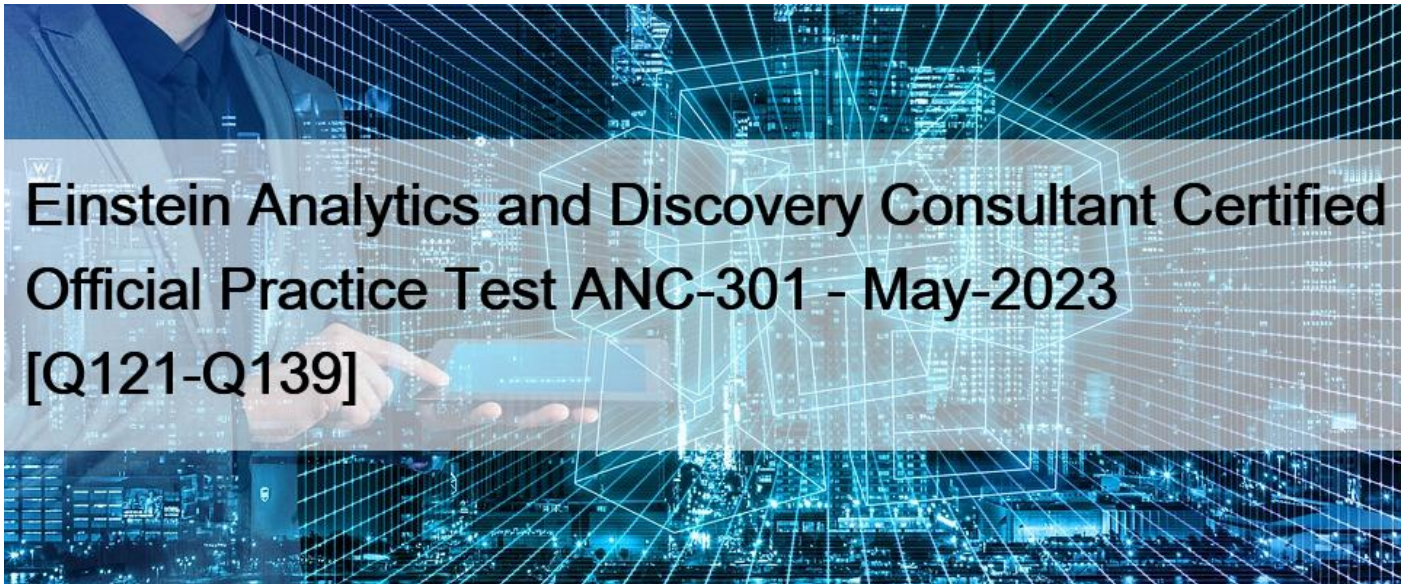


## Einstein Analytics and Discovery Consultant Certified Official Practice Test ANC-301 - May-2023 [Q121-Q139]



### **Einstein Analytics and Discovery Consultant Certified Official Practice Test ANC-301 - May-2023 Ace Salesforce ANC-301 Certification with Actual Questions May 04, 2023 Updated**

To prepare for the Salesforce ANC-301 exam, candidates can take advantage of the many resources available from Salesforce, including training courses, study guides, and practice exams. They should also have hands-on experience with Tableau CRM implementation and management, either through work experience or through personal projects. With the right preparation and experience, candidates can pass the ANC-301 exam and demonstrate their expertise in Tableau CRM implementation and management.

The Salesforce ANC-301 certification exam is an excellent opportunity for professionals who want to advance their career in the field of Tableau CRM. This certification exam is designed to test the knowledge and skills of professionals who want to become experts in the field of Tableau CRM. This certification is highly valued by employers, and it demonstrates that the individual has the skills and knowledge required to manage Tableau CRM effectively. With this certification, professionals can validate their skills, increase their earning potential, and enhance their career prospects.

The Salesforce ANC-301 Exam is a certification program designed for professionals who want to demonstrate their knowledge and skills in Tableau CRM implementation and management. The exam is designed to test the candidate's understanding of Tableau CRM's functionality, its deployment, and customization. The certification program is highly sought-after in the IT industry and can help professionals to advance their career in data analytics, business intelligence, and sales automation.

**Q121.** 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?

- \* computeExpression Transformation with SAQL Expression to calculate the duration
- \* flatten Transformation with Offset Expressions to calculate the duration
- \* computeRelative Transformation with offset parameter to calculate the duration
- \* computeRelative Transformation with SAQL Expression to calculate the duration

Reference:

[https://help.salesforce.com/articleView?id=bi\\_integrate\\_computeRelative\\_transformation\\_operation.htm](https://help.salesforce.com/articleView?id=bi_integrate_computeRelative_transformation_operation.htm)

**Q122.** What is an appropriate response when a client is disappointed that Einstein Discovery only detected patterns that were already known?

- \* Remind them that the technology is only as good as the data.
- \* Advise them that the use case may not be accurate.
- \* Highlight that Einstein reduces time to insight, which is much faster than learning from experience.
- \* Recommend using a visualization tool, like Einstein Analytics, to uncover the details.

**Q123.** A company used Einstein Analytics to create two datasets:

1. Opportunity With Account- dataset, which contains data from the Opportunity standard object augmented by the Account data.
2. Case with Account dataset. which contains data from the Case standard object augmented by the Account data.

The company wants to build a lens showing the total number of Opportunities and Cases per Account. How can a consultant help them build this lens?

- \* Create a recipe to generate a new dataset from the OpportunityWithAccount and CaseWithAccount datasets aggregated by Account, and use the generated dataset in a lens.
- \* Use Compare Table; to join the OpportunityWithAccount and CaseWithAccount datasets using the AccountId; and then aggregate by Account.
- \* Set up Connect Data Sources in the UI between the OpportunityWithAccount and CaseWithAccount datasets.
- \* Use a SAQL query to group and join the OpportunityWithAccount and CaseWithAccount datasets then generate the results.

**Q124.** What is an Einstein Discovery story?

- \* An account of imaginary or real people and events told for entertainment
- \* A collection of graphs, statistical analysis, and text that helps you understand the relationships between multiple outcome variables and the factors that influence those variables
- \* A collection of graphs, statistical analysis, and text that proves exactly what caused an outcome
- \* A collection of graphs, statistical analysis, and text that helps you understand the relationships between a single outcome variable and the factors that influence that variable

**Q125.** Which is an option for setting a security predicate for a dataset created from an external data file?

- \* In the metadata file associated with the external data file using the rowLevelSecurityFilter key
- \* In the Register transformation node of a dataflow that uses this dataset
- \* In the dataset Security Predicate
- \* On each row prior to upload

**Q126.** Which widget property allows a consultant to restrict the view to a domain bounded by the values entered?

- \* Add Custom Domain
- \* Filter by Range
- \* Add Custom Range
- \* Add Filter

**Q127.** After getting approval of the dashboard layout design for a desktop, the Einstein Analytics consultant is ready to start the design process for a mobile layout.

What are three considerations that the consultant should keep in mind when developing the layout? Choose 3 answers

- \* If no layouts are eligible for the mobile device, the first defined layout is used. (Missed)
- \* If no layouts are eligible for the mobile device, an error message will be displayed.
- \* If more than one layout is eligible, the one with the most device properties set is used. If there is a tie, the most recently defined layout is used. (Missed)
- \* A layout for mobile is eligible for use when the device meets all the device properties set in the Layout panel.
- \* There are widgets that cannot be displayed on mobile layouts.

Reference:

[https://trailhead.salesforce.com/en/content/learn/modules/wave\\_dashboard\\_designer\\_basics/wave\\_take\\_analytics\\_on\\_the\\_go](https://trailhead.salesforce.com/en/content/learn/modules/wave_dashboard_designer_basics/wave_take_analytics_on_the_go)

**Q128.** What is another name for the type of insight that examines how one variable explains variation of the outcome variable?

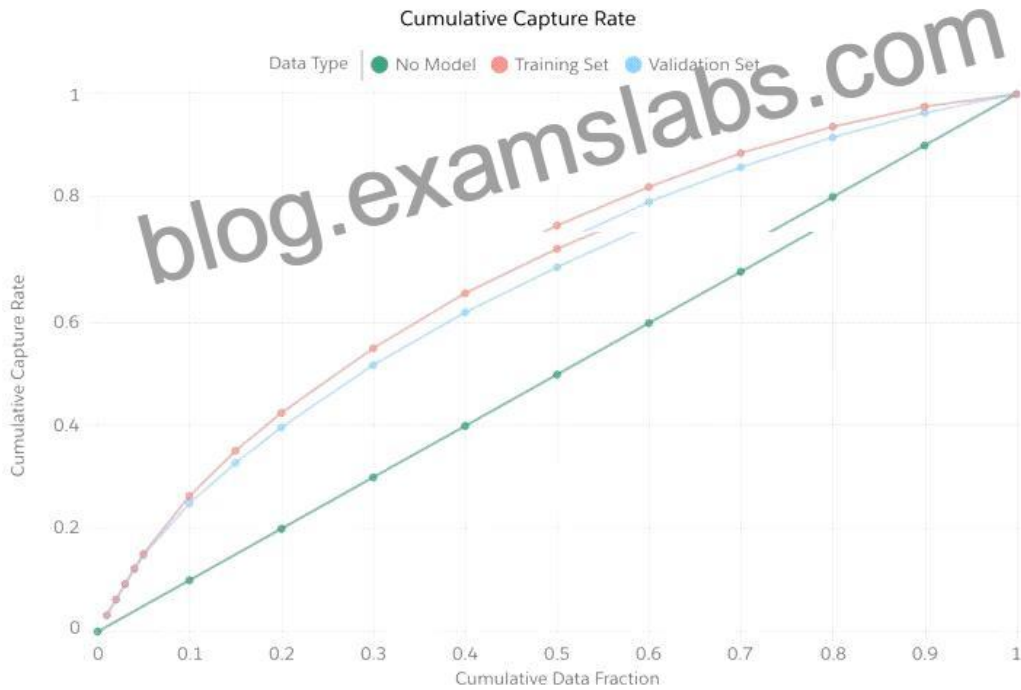
- \* First-order analysis
- \* Second-order analysis
- \* Third-order analysis
- \* Spectrum analysis
- \* Object-oriented analysis

**Q129.** Refer to the graphic.

### Model Metrics

CUMULATIVE CAPTURE RATE CHART SCORING METRICS CROSS VALIDATION METRICS COEFFICIENTS R CODE

**0.535** PERFORMANCE (GINI) **0.7597** MAX ACCURACY **0.5163** THRESHOLD



Understand

The cumulative percentage possible. See as each selected cases, result

Which conclusion can be made regarding the strength of the model shown?

- \* The model is very strong. A GINI coefficient of .535 shows that this model is very effective.
- \* The model is pretty good; the accuracy rating of .7597 means we can predict both wins and losses at a fairly high rate.
- \* The strength of the model cannot be determined with the metrics shown.
- \* The model is very weak and doesn't provide useful predictions due to the low threshold.

**Q130.** A consultant created an Einstein Analytics dashboard in a sandbox. Now, the dashboard needs to be migrated into production.

To complete the migration, what are the consultant's three options? Choose 3 answers

- \* Ant Migration Tool
- \* Analytics External Data API
- \* Analytics REST API
- \* Change sets
- \* Analytics dashboard connector

Reference:

[https://help.salesforce.com/articleView?id=bi\\_explore\\_packaging\\_intro.htm&type=0](https://help.salesforce.com/articleView?id=bi_explore_packaging_intro.htm&type=0)

**Q131.** The Universal Containers company uses Einstein Analytics to build dashboards for different departments: Sales, Service, and Marketing. Users for the same department have the same role and need to have access to the same dashboards. Dashboards for

different departments use some common datasets with the same row-level security.

How can an Einstein Consultant address this need?

- \* Create one application for each department and use roles to share applications.
- \* Create one application for each department, put common datasets in the shared app, and use profiles to share applications.
- \* Create one application for each department, put common datasets in the shared app, and use roles to share applications.
- \* Create one application for each department, put common datasets in the shared app, and use permission sets to share applications.

**Q132.** Max of objects that can be enabled for Data Sync

- \* 200
- \* 100
- \* 150
- \* 50

**Q133.** 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?

- \* Create separate datasets for attainment and commission and apply security predicates and/or sharing inheritance.
- \* Apply a security predicate on the existing single dataset.
- \* Use sharing inheritance.
- \* Add the sales organization to the attainment dataset access list.

**Q134.** An Einstein Discovery team created a model to maximize the margin of their sales opportunities. They want to deploy the model to the Opportunity object in order to predict the outcome of every newly created or updated Opportunity.

What are the steps to accomplish this?

- \* Create a trigger on Opportunity and use the Salesforce External Connector to get predictions from Einstein Discovery.
- \* Create an Apex batch on Opportunity and use the REST API to get predictions from Einstein Discovery.
- \* Create a trigger on Opportunity and install the Einstein Discovery Writeback managed package from the AppExchange.
- \* Create a trigger on Opportunity and use the REST API to get predictions from Einstein Discovery.

Reference:

[https://help.salesforce.com/articleView?id=bi\\_edd\\_wb\\_native.htm&type=5](https://help.salesforce.com/articleView?id=bi_edd_wb_native.htm&type=5)

**Q135.** What are predictive insights good for?

- \* Predicting outcomes that you don't actually have the right data for
- \* Exploring your existing data to see what already happened
- \* Drilling down into the underlying reasons behind a prediction
- \* Choosing between all possible outcomes for a single variable

**Q136.** Universal Containers has a Sales Manager dashboard- They have a compare table that displays the count of Customers and the Sum of Annual Revenue per year and per Account type. A consultant is asked to add more groupings to enhance details about their customers.

What is the maximum number of grouping columns that the consultant must be aware of in order to continue using a compare table versus creating the query using SAQL?

- \* 8
- \* 4

- \* unlimited
- \* 10

**Q137.** Yasmine wants to create a lens with the Seed Bank Orders dataset, but she currently doesn't see any rows in the dataset. Since Yasmine is Hadiqa's manager, Yasmine asks Hadiqa if she's experiencing the same problem, but Hadiqa replies that she can see all the rows. Why is this happening?

- \* The dataset's security predicate was set up incorrectly.
- \* Yasmine doesn't have the Manager app role.
- \* Yasmine wasn't assigned a permission set.
- \* Yasmine doesn't have the Create and Edit Analytics Dashboards permission.

**Q138.** 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?

- \* In the connected user's currency
- \* In the integration user's currency
- \* In the currency that is set on the 'currency' attribute in the dataset
- \* In the currency that is set on the 'currency' attribute in the dataflow

Reference:

<https://salesforce-trailblazer.com/einstein-analytics-multi-currency/>

**Q139.** 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 screenshots of Einstein Analytics widget configuration. The top screenshot shows a List widget configuration for 'ProjectRegion'. The 'Step Properties' section shows 'Region\_1' as the ID and 'Region 1' as the display label. Under 'Filtering', 'Apply filters' and 'Apply filters to selecting' are checked. 'Single selection' is selected, and 'Broadcast selections as facets' is checked. The bottom screenshot shows a Pie chart widget configuration. It also has 'Single selection' selected and 'Broadcast selections as facets' checked. A pie chart is visible below the configuration, showing a yellow slice 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

- \* Use selection binding in the filters section of the step Step\_pie\_1.
- \* Enable the option Apply filters from faceting in the step Region\_1.
- \* Enable the option Apply filters from faceting in the step Step\_pie\_1.
- \* Use selection binding in the filters section of the step Region\_1.

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