Free Questions for ANC-301

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Question 1

Question Type: **MultipleChoice**

Universal Containers is setting up a Sales Analytics app to track the sales performance across all regions. The role hierarchy is well-structured with separate branches for various global regions.

Viewer access has been provided to the regional sales reps based on the following roles.

* Regional Sales - APAC

* Regional Sales - EMEA

* Regional Sales - LATAM

* Regional Sales - NA

The CRM Analytics project team receives a request to extend Editor

access to the app to 20 'Superusers' across all regions.

What is the optimal solution?

Options:

A- Create a new public group with these users and assign it the Editor app access.

B- Create new roles for these users and assign them the Editor app access.

C- Create a new sharing rule for these users and assign it the Editor app access.

Answer:

A

Question 2

Question Type: MultipleChoice

A CRM Analytics consultant at Cloud Kicks is trying to upload data using an External Data API and the CSV file with the data was uploaded successfully. Upon analyzing the data using a lens, they find

they are unable to perform any mathematical operations as all the data and fields are treated as dimensions.

What is causing the problem?

Options:

A- JSON metadata file was not uploaded along with the CSV data file.

B- The field value added in the CSV file was contained within double quotes.

C- Proper transformations need to be performed at the external source prior to External Data API callout.

Answer:

A

Question 3

Question Type: **MultipleChoice**

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

a.

Which option should a CRM Analytics consultant use to enforce this requirement?

Options:

A- Utilize a single dataset and apply security predicates and/or sharing inheritance.

B- Create separate datasets for attainment and commission, and apply security Predicates and/or sharing inheritance.

C- Add the sales organization to the attainment dataset access list to be able to view commission data.

Answer:

B

Question 4

Question Type: MultipleChoice

A CRM Analytics consultant has been asked to add a custom object to existing recipe. When trying to locate the object, the consultant can see only Direct Data and NOT the SFDC Local data sync.

How should the consultant resolve this?

Options:

A- Turn on data syne for the object, run the sync, and then add to recipe.

B- Clone the recipe, add the new object to the recipe, and run the recipe.

C- Create a new data sync connection, run the sync, and add to recipe.

Answer:

A

Question 5

Question Type: MultipleChoice

A CRM Analytics consultant is asked to make changes to the current sales dashboard at Cloud Kicks. The dashboard is crucial to track the daily sales performance of the company and needs to be

available for other users while the consultant works on the changes.

How should the consultant proceed to update the dashboard?

Options:

A- Wait for a period of least usability or the dashboard to edit it.

B- Self assign as a dashboard publisher and make the changes to the dashboard in draft mode while maintaining a previous version live.

C- Clone the dashboard to a new one, apply the changes, share the new dashboard with the users, and delete the old one.

Answer:

B

Question 6

Question Type: **MultipleChoice**

The CRM Analytics consultant at Cloud Kicks is asked to a dashboard displaying Opportunities data on the account's record page. The dashboard should display only opportunity data related to the current account viewed.

How should the consultant accomplish this?

Options:

A- Create the dashboard, insert in the account's record page, and apply a filter based on the opportunity's Id field.

B- Create the dashboard, insert in the account's record page, and apply a filter based on the account's Id field.

C- Create a dashboard, clone it and filter It for each account record, and embed them into the account's record pages accordingly.

Answer:

B

Question 7

Question Type: **MultipleChoice**

The CRM Analytics consultant at Universal Containers has set data syncs and recipe runs back to back. However, they notice that the data syncs and recipe run jobs fail repeatedly. Upon investigation,

they realize the data syncs and recipes are tightly coupled which leads to too many runs being queued and eventually being canceled.

How should the consultant resolve this issue?

Options:

A- Raise a case with Salesforce Support to help Increase the concurrency limits of the org.

B- Set up failure notifications so that the CRM Analytics consultant gets notified when this happens and can fix the Issue.

C- Enable priority scheduling to automatically queue shorter or smaller runs before longer or larger ones.

Answer:

C

Question 8

Question Type: MultipleChoice

Exhibit.

Account Type	Total Accounts This Year	Total Accounts Last Year	YoY Growth
Customer	5,296	4,238	24.96%
Prospect	1	0	-
Wholesaler	2	2	0%

Universal Containers has a dashboard for sales managers to visualize the Year Over Year (YoY) growth of their customers. The formula used is:

YoY = [(This Year --- Last Year) / Last Year] %

Based on the graphic, when there is not an account in the Last Year column, the YoY Growth shows null results. The sales managers want to replace it with 100% value.

What is the correct function to use?

Options:

A- substr()

B- coalesce()

C- replace()

Answer:

B

Question 9

Question Type: **MultipleChoice**

A consultant has been asked to build and embed a dashboard in a Lightning page. Users should only be able to change the dashboard contrast and open Analytics Studio from the header of

the dashboard.

How should the consultant achieve this?

Options:

A- Deselect the 'Show Share Icon' and ''Enable Subscriptions'' buttons.

B- Deselect the ''Enable Notifications' and ''Enable Subscriptions' buttons.

C- Deselect the ''Enable Notifications'' and ''Enable Email'' buttons.

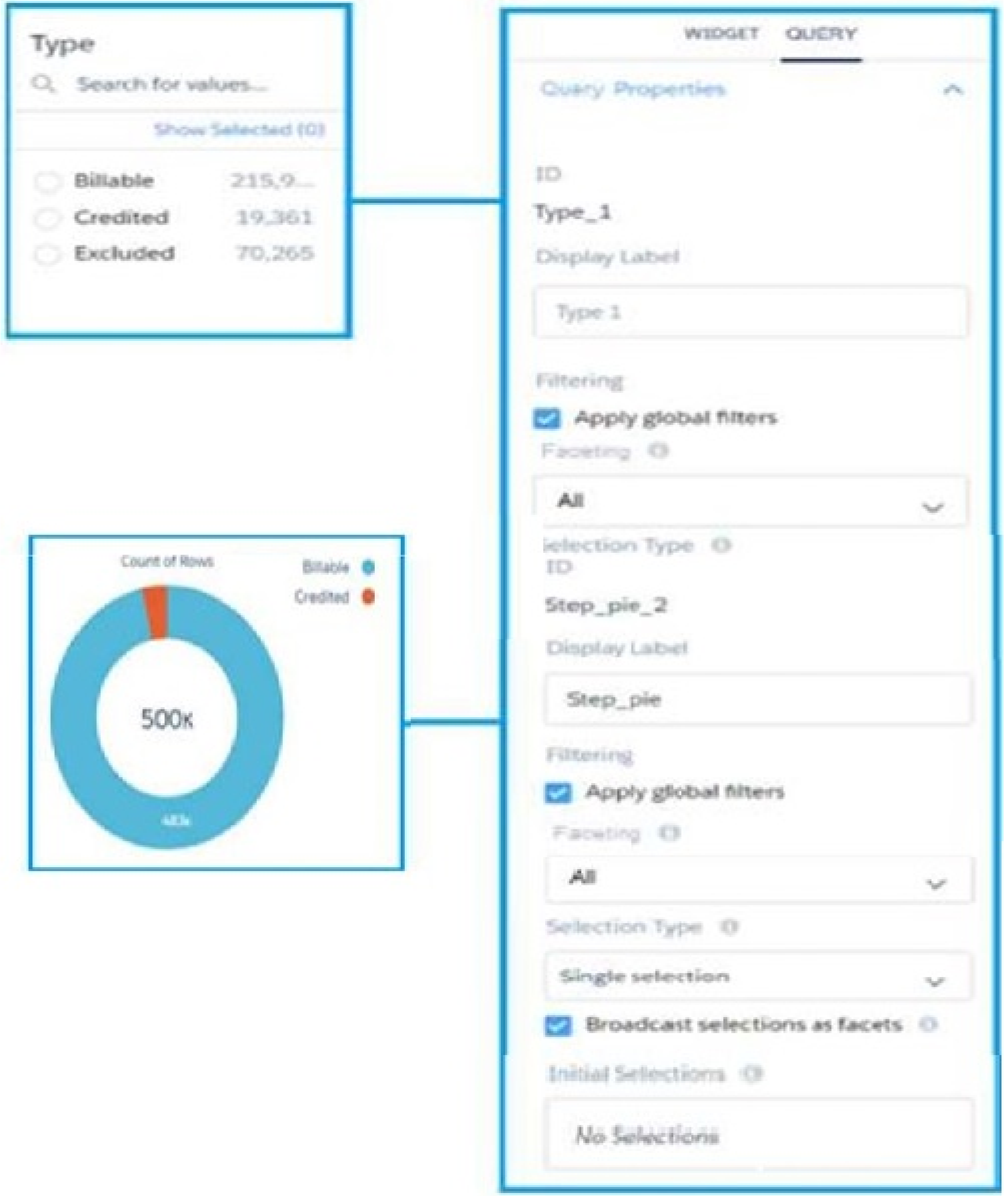
Answer:

B

Question 10

Question Type: **MultipleChoice**

Exhibit.


Type
Search for values...
Show Selected (0)
Billable 215,9...
Credited 19,361
Excluded 70,265
Count of Rows
Billable
Credited
500K
WIDGET
QUERY
Query Properties
ID
Type_1
Display Label
Type 1
Filtering
Apply global filters
Faceting
All
Selection Type
ID
Step_pie_2
Display Label
Step_pie
Filtering
Apply global filters
Faceting
All
Selection Type
Single selection
Broadcast selections as facets
Initial Selections
No Selections

Given that the queries are using different datasets, which change should a CRM Analytics consultant make to solve this issue?

Options:

A- Use 'Connect Data Sources' and create a connection to connect the two datasets.

B- Use ''Connect Data Sources' and create a connection to connect the two widgets.

C- Use result binding/Interaction in the filters section of the query 'Type 1''.

Answer:

A

Question 11

Question Type: MultipleChoice

Universal Containers' CRM Analytics team is building a dashboard with two widgets, and the queries use different datasets.

1. List widget associated to the query ''Type_2'' and grouped by the dimension ''Type'' (multi-selection)

2. Donut chart widget associated to the query ''Query_pie_3'' and grouped by the dimension ''Type''

The team wants any selection in the List widget to filter the Donut chart and vice vers

a. Users should be able to choose more than one Type (multi-selection).

What is the recommended way to accomplish the required filtering?

Options:

A- Use 'Connect Data Sources' to create a mapping of the two fields from the two datasets.

B- Create a selection based Interaction and apply It to the query of 'Query ple 3'.

C- Set up a result and selection based interaction for each query.

Answer:

C

Question 12

Question Type: MultipleChoice

Universal Containers (UC) creates a dataset, "Book11", containing a budget per region per month for the first 6 months of the year, as shown in the graphic below. Now, UC wants to create a lens showing the total budget for each region for each month. Every combination of region and month must be shown in the lens, even if there is no data.

#	Id	Region	Date	Budget
1	X00001	NORTH	01/01/2018	100
2	X00002	SOUTH	01/01/2018	100
3	X00003	-	01/02/2018	200
4	X00004	SOUTH	01/02/2018	100
5	X00005	SOUTH	01/03/2018	0
6	X00006	EAST	01/03/2018	300
7	X00007	NORTH	01/04/2018	0
8	X00008	-	01/04/2018	100
9	X00009	SOUTH	01/05/2018	500
10	X00010	EAST	01/05/2018	200

How should a CRM Analytics consultant help UC build this lens?

Options:

A- Use a 'fill' statement in SAQL query with a 'partition' parameter.

B- Use a ''Compare Table' and add a column leveraging the ''Running Total'' function.

C- Use a 'Compare Table' and use the 'Show Totals' option.

Answer:

B