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Salesforce Certified Marketing Cloud Engagement Consultant Sample Questions (Q164-Q169):

NEW QUESTION # 164

LenoxSoft is a global company interested in creating Marketing Cloud Account Engagement Business Units (PBUs) to support their regional needs. How should they to access PBU features?

- A. Enable "Business Unit'connector setting
- B. Use the Marketing Cloud Account Engagement Lightning App
- C. Move all users to Salesforce Lightning
- D. Purchase separate Marketing Cloud Account Engagement accounts

Answer: B

NEW QUESTION # 165

LenoxSoft's corporate marketing team wants to ensure their website visitors who originate from Europe are able to opt into having their website activity tracked.
How could this be accomplished?

- A. Create visitor filters for prospects that are known to be located in Europe.
- B. Enable tracking opt-in preferences for all website visitors.
- C. Remove tracking code from the website and create new sites for each country.
- D. Enable tracking opt-in preferences for visitors from specific countries.

Answer: A

NEW QUESTION # 166

Why should a company assign prospects in Marketing Cloud Account Engagement via Salesforce active assignment rules instead of using other Marketing Cloud Account Engagement assignment actions?

- A. The ability to allow Salesforce to overwrite an assigned user in Marketing Cloud Account Engagement
- B. The ability to assign prospects via automation instead of manually
- C. The ability to use existing complex Salesforce lead routing processes
- D. The ability to assign prospects based on specific criteria being met

Answer: D

NEW QUESTION # 167

How can an interested lead that comes to Lenoxsoft's website and fills out the Contact Us form receive a follow-up email each time he or she submits?

- A. Send using the form's completion actions.
- B. Send using a segmentation rule.
- C. Send using an automation rule
- D. Use a dynamic list to use as a recipient list on an email send.

Answer: A

NEW QUESTION # 168

A Marketing Cloud Account Engagement administrator wants to develop a better lead qualification strategy. The sales team only wants to reach out to C-level executives in the software industry and needs a way to determine how to prioritize those leads. How should this goal be achieved in Marketing Cloud Account Engagement?

- A. Use an automation rule to notify the assigned user when leads with certain job titles and industries submit forms.
- B. It Adjust the default scoring rules based on job title and industry and have users filter Salesforce lead views by score.
- C. Create a dynamic list based on job title and industry and send to the sales team to filter and prioritize.
- D. Run an automation rule to grade based on job title and industry and have users filter Salesforce lead views by grade.

Answer: D

NEW QUESTION # 169

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