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## Salesforce Certified Marketing Cloud Account Engagement Consultant Sample Questions (Q71-Q76):

### NEW QUESTION # 71

LenoxSoft just purchased Marketing Cloud Account Engagement and will be migrating to Marketing Cloud Account Engagement from another marketing automation tool. On the initial kickoff call, the Marketing Manager shares their existing tool's contract ends in 3 weeks. Given the accelerated timeframe, what is the recommended first step?

- A. Install the Salesforce AppExchange Package and verify the Salesforce connector

- B. Complete the technical setup items and create Marketing Cloud Account Engagement users. Conduct a Strengths Weaknesses Opportunities and Threats (SWOT) analysis of their current marketing strategies
- C. Salesforce Connector User has 'Read1' permission to the custom object
- D. Export all the data and assets from the existing tool

**Answer: D**

#### NEW QUESTION # 72

LenoxSoft is requesting a nurture campaign for cold leads. Anyone who clicks on the CTA they want to create a call campaign and anyone who doesn't click on the CTA they want them to eventually be deleted (sent to recycle bin). What objects in Marketing Cloud Account Engagement & SFDC would you use?

- A. Marketing Cloud Account Engagement Engagement Program
- B. Salesforce Queue
- C. Marketing Cloud Account Engagement Automation Rule
- D. Marketing Cloud Account Engagement Marketing Campaign
- E. Marketing Cloud Account Engagement Static List

**Answer: A,D,E**

#### NEW QUESTION # 73

LenoxSoft wants to test all elements of their email, including variable tags, link clicks, and how the email looks on all email. Which testing strategy should you recommend to the all the elements?

- A. Use individual email test
- B. Use rendering test and send to Test List
- C. Use A/B test
- D. Use multivariate test & Review email preview

**Answer: B**

#### NEW QUESTION # 74

During the kickoff call, the LenoxSoft Marketing Manager expressed an immediate need to re-engage with older leads that went cold. Given this requirement, which Marketing Cloud Account Engagement features are the minimum requirement for a successful Engagement Program?

- A. CNAME > Salesforce connector > Email Templates > Lists > Engagement program
- B. Email Authentication > Salesforce Connector > Email templates > Users > Engagement program
- C. Tracking Code > CNAME > Email Templates > Dynamic Lists > Engagement program
- D. CNAME > Email Authentication > Email templates > Lists > Engagement program

**Answer: D**

#### NEW QUESTION # 75

Is it possible for many users to edit exact same Email Template simultaneously?

- A. True
- B. False

**Answer: B**

#### NEW QUESTION # 76

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