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#### Salesforce Media Cloud Consultant Exam Sample Questions (Q14-Q19):

#### **NEW QUESTION # 14**

A customer has a requirement to allow the operations team to ider quote records in order to perform "create and submit order" action only when the corresponding opportunity has reached a specific status calles "closed won". Sales users will remain as the cord owners of quotes and order for reporting purpose. The organization wide default setting for quote andorder object is private. How should a consultant solve this requirement with minimal customization?

- A. configure a criteria-based sharing rule to share order records once opportunity status is "closed won"
- B. sales users will use manual sharing in order to share order records once opportunity status is "closed won"
- C. configure role hierarchy, such that the operations team is higher than the sales users in the same hierarchy group
- D. share order records programmatically using apex whenever opportunity status is "closed won"

#### Explanation:

To allow the operations team to access quote records and perform the "create and submit order" action only when the corresponding opportunity status is "Closed Won", while maintaining the organization-wide default setting for quote and order objects as private, acriteria-based sharing ruleshould be configured. This sharing rule can be set up to share order records with the operations team based on the specific criteria of the opportunity status reaching "Closed Won", thus fulfilling the requirement with minimal customization.

References:

Salesforce Sharing Rules documentation:

https://help.salesforce.com/articleView?id=security\_sharing\_rules\_create.htm Salesforce Opportunity Management guide: https://trailhead.salesforce.com/en/content/learn/modules/opportunity-management

#### **NEW QUESTION #15**

Cloud kicks is using the google ad manager platform and there is an issue occurring at some point in the transmission of data between the system when an insertion document is being created. What can a consultant do to gather information avout the data being passed between the system?

- A. start a trace flag under the debug logs, send the payload again, and search for errors
- B. review the payloads found on the orchestration plan item records
- C. create a list view for the process exception object to show records that match the criteria and consult the results
- D. create a report against the process exception object and resend the insertion Order. if the error continues to occur, consult the report created by the consultant

#### Answer: A

#### Explanation:

To gather information about the data being passed between systems, particularly when an issue occurs during the transmission of data for an insertion order, a consultant can start a trace flag under the debug logs, resend the payload, and search for errors (A). This method allows for real-time monitoring and logging of system processes, helping to identify and diagnose the exact point of failure or error in the data transmission.

References:

 $https://developer.salesforce.com/docs/atlas.en-us.apexcode.meta/apexcode/apex\_debugging\_system\_log.htm \\ https://help.salesforce.com/$ 

#### **NEW QUESTION #16**

Acustomer, who is already using the media cloud advertising sales management application, needs the ability to create and edit templates, while also being able to generate documents. Which two managed permissions ets are required for this?

- A. dovGenInd CME Designer User
- B. dovGenInd CME digital experience User
- C. MediaCloudPlus Runtime
- D. dovGenInd CME runtime User

#### Answer: A,D

#### Explanation:

For a customer using the Media Cloud Advertising Sales Management application who needs to create, edit, and generate templates and documents, the required managed permission sets are DocGenInd CME Designer User and DocGenInd CME Runtime User. The Designer User permission set enables users to design and create document templates, while the Runtime User permission set allows for the generation and management of documents based on those templates.

References:

Salesforce Document Generation documentation:https://help.salesforce.com/ Salesforce Media Cloud Advertising Sales Management Guide:

https://www.salesforce.com/products/media-cloud/overview/

#### **NEW QUESTION #17**

A media cloud customer is already running advertising sales management (ASM) on an org and wants to upgrade from an older release. What should a consultant do before migration?

- A. take a backup of any newer ASM components
- B. customize or modify the newer ASM components
- C. activate custom lightning web components and FlexCards
- D. Take a backup of any customized or modified older ASM components

#### Answer: D

#### Explanation:

Before migrating or upgrading Advertising Sales Management (ASM) in Salesforce Media Cloud, it's crucial to safeguard existing customizations and modifications. Taking a backup of any older ASM components that have been customized or modified ensures that custom functionalities and integrations are preserved during the upgrade process. This step is essential to avoid data loss and to maintain the integrity of custom workflows, processes, and configurations that have been tailored to the business's unique requirements. References: https://help.salesforce.com/

#### **NEW QUESTION #18**

A B2B advertising publishing company is exploring Salesforce to manage its advertising sales business, track sales orders, and measure effectiveness of advertising. They have decided to use Advertising Sales Management (ASM) applicationlicenses. However, they are unsure about the additional products they need to purchase. Which two mandatory add-on products should a consultant recommend in this scenario?

- A. sales cloud
- B. digital process automation
- C. marketing cloud intelligence
- D. industries order management

#### Answer: A,D

#### Explanation:

For a B2B advertising publishing company using Advertising Sales Management (ASM) application licenses and looking to manage its advertising sales business, track sales orders, and measure the effectiveness of advertising, the two mandatory add-on products recommended are:

Sales Cloud: This is essential for managing customer relationships, tracking sales opportunities, and providing a comprehensive CRM solution that integrates with the Advertising Sales Management functionalities.

Industries Order Management: This add-on is crucial for efficiently managing and tracking sales orders within the advertising sales process. It enables the company to streamline order fulfillment and ensure accurate order processing and management. These add-ons provide the necessary foundation and capabilities to support the advertising sales business and its operational needs

within Salesforce.

#### References:

Salesforce Sales Cloud documentation: https://www.salesforce.com/products/sales-cloud/overview/ Salesforce Industries Order Management overview: https://www.salesforce.com/products/industries/order- management/

#### **NEW QUESTION #19**

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