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Salesforce Certified Marketing Cloud Account Engagement Consultant Sample Questions (Q246-Q251):

NEW QUESTION # 246

LenoxSoft is using three Marketing Cloud Account Engagement Business Units: United States, South America and Canada. The marketing team for each business unit wants to ensure only certain relevant opportunities sync to their business unit. What should be configured in order to meet this requirement?

- A. Marketing data sharing rules on opportunities
- B. Marketing data sharing rules on accounts
- C. Marketing data sharing rules on contact roles
- D. Marketing data sharing rules on prospects

Answer: A

NEW QUESTION # 247

You have several white papers on your website, but you want to start gateing those and gather more and more details about prospects as they download the white papers. What is the best way to achieve this?

- A. Create a form handler for each white paper
- **B. Create a form per white paper and enable progressive profiling**
- C. Create a form handler and enable progressive profiling
- D. Create a form and enable progressive profiling

Answer: B

NEW QUESTION # 248

LenoxSoft has had a Product Interest form live on their website for the past 3 months. They would like to make sure that, moving forward, every time the form is submitted, a custom field is updated. They also want to update that custom field for anyone who has submitted the form before today. What combination of automation tools should LenoxSoft use to achieve this?

- A. Completion action and dynamic list
- B. Dynamic list and automation rule
- C. Segmentation rule and completion action
- **D. Automation rule and completion action**

Answer: D

NEW QUESTION # 249

The LenoxSoft sales team has received an influx of leads from the Product Interest form. Many of the leads are not located in the United States. LenoxSoft only sells to customers in the United States so the sales team has requested that these inbound leads get qualified based on country before being assigned.

How should they ensure only qualified prospects who submit the form are sent to the sales team as new leads?

- **A. Create an automation rule set to match all with the criteria of Product Interest form completed and Country field equal to United States with an action to assign prospects.**
- B. Add a completion action to the Product Interest form to assign prospects, then have sales users delete those not in the United States.
- C. Add a completion action to the Product Interest form to assign prospects only if their Country field is United States.
- D. Create an automation rule set to match any with the criteria of Product Interest form completed and Country field equal to United States with an action to assign prospects.

Answer: A

NEW QUESTION # 250

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

- A. True
- **B. False**

Answer: B

NEW QUESTION # 251

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