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Salesforce Certified Marketing Cloud Engagement Consultant Sample Questions (Q250-Q255):

NEW QUESTION # 250

LenoxSoft just published a buyer's guide, which includes ROI calculators, pricing information, and implementation details. Which audience would gain the maximum benefit from receiving a guide?

- A. Prospects at the middle of the funnel - interacting with blog content only.
- B. Prospects at the bottom of the funnel - actively deciding between vendors.
- C. Prospects at the top of the funnel - newly sourced from a tradeshow.

- D. Prospects who have transitioned out of the funnel - with a recently closed deal.

Answer: C

NEW QUESTION # 251

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 # 252

How could LenoxSoft benefit from Engage Reports?

- **A. Users can analyze the performance of their templated and non-templated emails.**
- B. Sales Managers can analyze lead information like prospect activity, scores, and grades.
- C. Users can analyze form submission performance for the prospects they have emailed.
- D. Sales Managers can receive desktop notifications for their teams' email activities.

Answer: A

NEW QUESTION # 253

LenoxSoft's marketing team developed a cross-selling engagement studio program for customers who have 1 or more of their products. They want to empower sales users who have Salesforce Engage licenses to make sure their contacts are included in the program.

What is the best way to allow sales to accomplish this?

- A. Use the Add to List completion action on forms.
- **B. Add contacts to the program's Campaign as campaign members.**
- C. Export contacts from Salesforce and import them into Marketing Cloud Account Engagement.
- D. Use the Add to Nurture action on page layouts.

Answer: B

NEW QUESTION # 254

The LenoxSoft sales and marketing teams are looking for more insights into which leads are most likely to buy based off of their engagements.

What feature should be recommended?

- **A. Einstein Behavior Score**
- B. Einstein Lead Score
- C. Marketing Cloud Account Engagement Score field
- D. Marketing Cloud Account Engagement Grade field

Answer: A

NEW QUESTION # 255

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