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## Salesforce Certified Marketing Cloud Engagement Consultant Sample Questions (Q62-Q67):

### NEW QUESTION # 62

LenoxSoft has a requirement to provide visitors to their website a consistent transition between their own hosted, branded web assets and LenoxSoft Marketing Cloud Account Engagement forms and assets.

What should be implemented to meet this requirement?

- A. Page actions
- B. Custom redirects
- C. IP allowlist
- D. Tracker domain

**Answer: D**

### NEW QUESTION # 63

While reviewing the Velocity section of the Pipeline Report in the B2B Marketing Analytics App, a Marketing Cloud Account Engagement administrator notices that it is taking prospects an average of 30 days to get from the Visitor stage to the Prospect stage. The admin wants to decrease this to 15 days.

What next steps should decrease the transition time?

- A. Refine scoring and grading models to only give the Sales team the most qualified leads.
- B. Offer more conversion points for visitors such as Marketing Cloud Account Engagement forms and landing pages.
- C. Create lead nurturing programs to help the Sales team nurture leads until their deals close.
- D. Improve lead qualification efficiency by using automation rules to pass leads over to Sales.

**Answer: A**

### NEW QUESTION # 64

What factors are involved in determining email deliverability?

- A. CAN-SPAM
- B. Domain Keys
- C. Sender ID
- D. Sender Policy Framework (SPF)
- E. Whitelist

**Answer: A,B,D**

### NEW QUESTION # 65

Which are true about Salesforce Engage

- A. Salesforce Engage is not supported for Salesforce sandbox accounts
- B. You can use Salesforce Engage with Gmail by downloading an extension
- C. Salesforce Engage is an app mainly for Sales to stay up to date with Prospect actions
- D. Before you can set up Salesforce Engage, you must have a verified Salesforce-Marketing Cloud Account Engagement connector
- E. You can download Salesforce Engage App on your desktop or phone (Mac, Windows)

**Answer: A,B,C,D,E**

### NEW QUESTION # 66

LenoxSoff sends a list email to the "2019 Tradeshow" list, and does not use a suppression list. The next day, an account manager wants to know why his prospect did not receive the email even though they were a member of the list.

What could have prevented this prospect from receiving the list email?

- A. The Dedicated IP address was not warmed up appropriately before the email was scheduled.
- B. The prospect was no longer a member of the "2019 Tradeshow" list used for the email send.
- C. A second prospect with the same email address received the email under "allow multiple prospects with the same email address."
- D. The prospect already received the email already received another Marketing Cloud Account Engagement email within the past business day, based on the account's business hours.

**Answer: C**

### NEW QUESTION # 67

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