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Salesforce Certified Marketing Cloud Account Engagement Consultant Sample Questions (Q42-Q47):

NEW QUESTION # 42

LenoxSoff's ideal buyer is a C-level executive with an employee base over 500. Their department should either be technology or

finance. C-level is the best fit but managers should also be included as they may make purchasing decisions. Which is the correct profile criteria for grading used to give the ideal buyer an "A" grade.

- A. Job title - C-level 3/3 Job title - Manager 3/3 Size 2/3 Dept 3/3
- B. Job title - C-level 3/3 Job title - Manager 3/3 Size 3/3 Dept 2/3
- C. Job title - C-level 3/3 Job title - Manager 3/3 Size 3/3 Dept 3/3
- **D. Job title - C-level 3/3 Job title - Manager 2/3 Size 3/3 Dept 3/3**

Answer: D

NEW QUESTION # 43

Can Marketing both Import and Export Prospects?

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

Answer: B

NEW QUESTION # 44

LenoxSoft does not use the Leads object in their Salesforce instance. This requires Marketing Cloud Account Engagement to create Contacts only if a new prospect record is created in Marketing Cloud Account Engagement and then assigned to a sales user. The sales manager also requires assignments to be distributed evenly across the sales teams.

How should LenoxSoft get started?

- A. Build a Dynamic List looking for new prospects and create an Automation rule to assign members of that list via Salesforce Assignment rules as contacts.
- **B. Enable the reverse sync feature through Marketing Cloud Account Engagement Support and create an Automation rule to assign prospects to a user in a group.**
- C. Build an Automation rule looking for new prospects and add new records to Salesforce as contacts and assign via Salesforce Assignment rules.
- D. Enable the appropriate "optional Salesforce connector setting" and create an Automation rule to assign to a sales user.

Answer: B

NEW QUESTION # 45

LenoxSoft is using a repeating Engagement Studio program to send prospects who complete a specific form a series of emails, increase the prospect score when the emails are engaged with, and notify an assigned user if the call to action in the email is completed. Prospects should only repeat the program when the form is completed again.

How should LenoxSoft add the prospects?

- A. By using an automation rule to add prospects to a static list based on the form being completed, then use that list as the recipient list on the program.
- B. By using a static list on the form's completion action that is used as the recipient list on the program, then remove prospects from the static list before every end step in the program.
- **C. By creating a dynamic list based on the form being completed and use that list as the distribution list on the program.**
- D. By using a static list on the form's completion action, then start the program with a "Form Completed" trigger so only prospects who completed the form will get the follow up actions.

Answer: C

NEW QUESTION # 46

LenoxSoft's Salesforce org uses various record types for their business units. LenoxSoft wants all new data collected in Marketing Cloud Account Engagement to quickly be created in Salesforce with a single, specific record type. Which set of actions would ensure this behavior?

- A. Manually assign all prospects in Marketing Cloud Account Engagement and verify the Salesforce connector

- B. Automatically assign all prospects in Marketing Cloud Account Engagement and review the Salesforce Connector user's permissions.
- C. Regularly export data from Marketing Cloud Account Engagement and data load file into Salesforce
- D. Create an Engagement Program in Marketing Cloud Account Engagement and verify the Salesforce connector.

Answer: B

NEW QUESTION # 47

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