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## **Salesforce Media Cloud Accredited Professional Sample Questions (Q51-Q56):**

### **NEW QUESTION # 51**

Which core Salesforce object represents a media plan in Advertising Sales Management (ASM)?

- A. Media Plan
- B. Proposal
- C. Opportunity
- D. **Quote**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

The Quote object serves as the core representation of a media plan in ASM. Quotes capture the details of proposed ad buys and are central to sales processes. The Media Plan object is more of an extension or custom entity, but Quotes remain the foundational object.

Reference:

Media Cloud ASM Data Model

[https://help.salesforce.com/s/articleView?id=sf.media\\_cloud\\_asm\\_quote.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.media_cloud_asm_quote.htm&type=5)

### **NEW QUESTION # 52**

A publisher has an existing system to build media plans and integrate with Google Ad Manager (GAM) to create digital ad campaigns.

Which two questions are important to ask to determine if Media Cloud Advertising Sales Management (ASM) is a good fit to replace the existing system?

Choose 2 answers

- A. Which ad servers does the system need to connect to for campaign booking?
- B. Which type of marketing automation system is in use?
- C. **Which types of ad products are included in media plans?**
- D. What are the dimensions for all digital ad formats for the publisher?

**Answer: A,C**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Determining compatibility with existing ad servers and the types of ad products involved is critical when evaluating Media Cloud ASM as a replacement. Knowing ad server integration needs ensures technical fit, while product types determine if ASM supports the business model. Marketing automation systems and ad format dimensions are less critical at this stage.

Reference:

Media Cloud ASM Evaluation Checklist

Salesforce Media Cloud Integration Guidelines

[https://help.salesforce.com/s/articleView?id=sf.media\\_cloud\\_evaluation.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.media_cloud_evaluation.htm&type=5)

### **NEW QUESTION # 53**

A CTO of a B2B advertising publishing company asked an Administrator who worked on making the Media Cloud application live, for their help in monitoring the real-time information on system performance and security.

Where can the Administrator find this information?

- A. media.salesforce.com
- B. system.salesforce.com
- C. monitor.salesforce.com
- D. **trust.salesforce.com**

**Answer: D**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

trust.salesforce.com is the official Salesforce Trust site that provides real-time information on system status, performance, security incidents, and maintenance notifications. Administrators use this site to monitor org health and planned outages. Other options either do not exist or are not official Salesforce system status portals.

Reference:

Salesforce Trust Site

<https://trust.salesforce.com/en/>

**NEW QUESTION # 54**

When a media plan is submitted to the ad servers, there is an error related to missing creative or a notification related to a change in the program schedule.

How can this error or notification be made visible on Media Cloud?

- A. Through Einstein for Ad Servers
- **B. Through real-time integration to ad servers**
- C. Through campaign analytics reports
- D. Through data present on Media Cloud

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Media Cloud leverages real-time integrations with ad servers to surface errors or notifications such as missing creatives or schedule changes directly in the system. This allows users to act promptly based on live data. Reporting and analytics are more historical and do not provide immediate error visibility. Einstein is not specifically designed for ad server error reporting.

Reference:

Media Cloud Ad Server Integration Guide

Real-time Data Handling in ASM

[https://help.salesforce.com/s/articleView?id=sf.media\\_cloud\\_realtime\\_integration.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.media_cloud_realtime_integration.htm&type=5)

**NEW QUESTION # 55**

A client is looking to adopt a new CRM solution to sell advertising products, starting with their Digital Content line of business. They sell standard digital ad products (digital banners, video inserts).

Using Media Cloud Advertising Sales Management (ASM), what is the most efficient approach for modeling these products?

- A. Configure an OmniScript that will retrieve the products from Google Ad Manager and will be used in sales processes.
- **B. Configure a product using Product Designer and associate the product to an Ad Space Specification.**
- C. Create a new Salesforce object for the Digital Ad Products specifications, link that object to the Product2 object, and configure the required products using the Product page layout.
- D. Create the required characteristics of the products in the Product object and configure the required products using the Product page layout.

**Answer: B**

Explanation:

Comprehensive and Detailed Explanation From Exact Extract:

Product Designer in Media Cloud allows modeling complex advertising products efficiently by associating them with Ad Space Specifications, ensuring correct mapping to ad inventory. This approach streamlines product configuration for sales users. Creating custom objects or relying solely on Product page layouts is less efficient and lacks native support for media-specific attributes.

Reference:

Media Cloud Product Designer Guide

Advertising Product Modeling Best Practices

[https://help.salesforce.com/s/articleView?id=sf.media\\_cloud\\_product\\_designer.htm&type=5](https://help.salesforce.com/s/articleView?id=sf.media_cloud_product_designer.htm&type=5)

## NEW QUESTION # 56

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