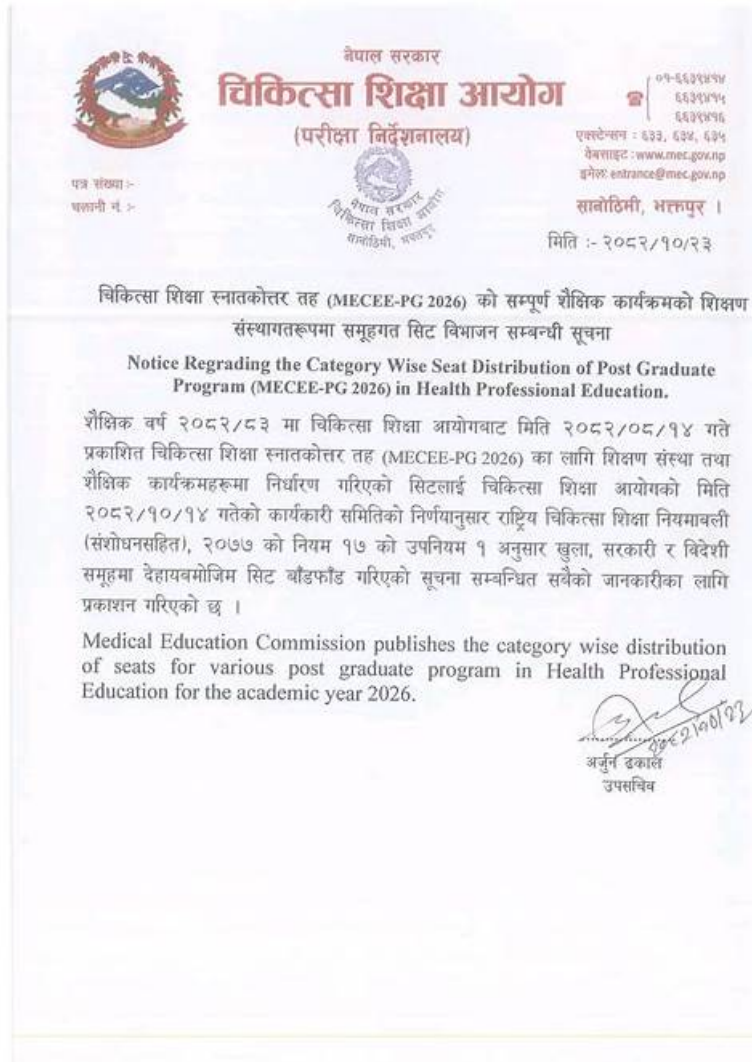


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Salesforce Certified Marketing Cloud Engagement Consultant Sample Questions (Q46-Q51):

NEW QUESTION # 46

LenoxSoft is introducing a new product this summer, and the VP of Sales wants Marketing to automatically nurture the prospect if they show interest in the new product. There is no new gated content developed yet, only some blog posts and web pages about it. What approach should the Marketing team use to resolve this?

- A. Set up scoring categories > put the web pages into folders in Marketing Cloud Account Engagement > set up custom redirects for the web pages > add completion actions to the custom redirects to add to list > set the list as the recipient list of an engagement program
- **B. Set up scoring categories > create page actions associated with the scoring category > create a Set up scoring categories > create custom redirects associated with the scoring category > set**
- C. Set up scoring categories > copy the web pages to Marketing Cloud Account Engagement landing pages > put landing pages into Marketing Cloud Account Engagement folders > create automation rule with criteria "prospect score in scoring category greater than 1" to send an autoresponder email

Answer: B

NEW QUESTION # 47

LenoxSoft dispatches service technicians to customer locations when their hardware is malfunctioning. After a service call, a customer service satisfaction rating is recorded and stored on the Case object in Salesforce. The LenoxSoft marketing team would like to use a high (>8) rating to classify a prospect as "Satisfied." Satisfied customers need to be automatically added to a specific engagement program for future up-selling.

What process would accomplish this in Marketing Cloud Account Engagement?

- A. Marketing Cloud Account Engagement custom object mapped to the Case object > Static list and add all prospects whose Case
- B. Lookup field to copy the satisfaction rating from cases to contacts and map that field to Marketing Cloud Account Engagement prospects > Dynamic list where prospects match when the prospect has a satisfaction rating over 8 > Use the dynamic list as the recipient list on an engagement program
- **C. Marketing Cloud Account Engagement custom object mapped to the Case object > Dynamic list where prospects match when the**
- D. Workflow to copy the satisfaction rating from cases to contacts and map that field to Marketing Cloud Account Engagement

Answer: C

NEW QUESTION # 48

LenoxSoft wants to test all elements of their email, including variable tags, link clicks, and how the email looks on all email. Which testing strategy should you recommend to the all the elements?

- A. Use individual email test
- B. Use A/B test
- **C. Use rendering test and send to Test List**
- D. Use multivariate test & Review email preview

Answer: C

NEW QUESTION # 49

Select Assets that allow to Adjust prospects score

- A. PI Completion Actions
- B. Tables
- C. Automation Rules
- D. Engagement Programs
- E. Segmentation Rules

Answer: A,C,D

NEW QUESTION # 50

The LenoxSoft marketing manager wants to report to the CEO each month the number of new leads generated and what types of assets are generating those new leads. Identify the Marketing Cloud Account Engagement reports and associated KPIs that would provide these metrics. Choose 2 answers:

- A. Form Report: Impressions
- B. Form Report: Submissions
- C. Lifecycle Report: New Prospects Created
- D. Form Report: Conversions

Answer: C,D

NEW QUESTION # 51

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