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Salesforce Certified Marketing Cloud Account Engagement Consultant Sample Questions (Q181-Q186):

NEW QUESTION # 181
Which two actions could a user take when importing prospects into Marketing Cloud Account Engagement?

Choose 2 answers

- A. Undelete matching prospects from the Recycle Bin
- B. Create new custom fields and populate field values
- C. Permanently delete prospects
- D. Assign prospects to an existing user

Answer: A,D

NEW QUESTION # 182

What is true about page actions? [Choose three answers]

- A. You cannot use auto responder emails with page actions.
- B. You can define a page to be a priority page to highlight the activity to Sales reps and other users.
- C. You cannot set the prospect's source campaign with page actions.
- D. It is possible to use URL wildcard by adding * to the end of the URL.

Answer: A,B,D

NEW QUESTION # 183

LenoxSoft has a grading profile for business units in both United States and Canada. Both profiles contain options for the industry field and several prospects with the grade of "A". What do we know about LenofSoft current grading strategy?

- A. LenoxSoft added location based criteria
- B. LenoxSoft uses location based scoring categories .
- C. LenoxSoft uses an automation rule to match the criteria US or canada to make a grading impact.
- D. LenoxSoft must add prospect to a dynamic list

Answer: C

NEW QUESTION # 184

Select available Webinar Scoring Rules

- A. Webinar Invited
- B. Webinar Refusal
- C. Webinar Registered
- D. Webinar Attended

Answer: A,C,D

NEW QUESTION # 185

A Marketing Cloud Account Engagement administrator wants to develop a better lead qualification strategy.
The sales team only wants to reach out to C-level executives in the software industry and needs a way to determine how to prioritize those leads.
How should this goal be achieved in Marketing Cloud Account Engagement?

- A. Run an automation rule to grade based on job title and industry and have users filter Salesforce lead views by grade.
- B. Use an automation rule to notify the assigned user when leads with certain job titles and industries submit forms.
- C. Create a dynamic list based on job title and industry and send to the sales team to filter and prioritize.
- D. It Adjust the default scoring rules based on job title and industry and have users filter Salesforce lead views by score.

Answer: A

NEW QUESTION # 186

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