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## Salesforce Certified Marketing Cloud Engagement Consultant Sample Questions (Q158-Q163):

NEW QUESTION # 158

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 > Dynamic list where prospects match when the**
- 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 > Static list and add all prospects whose Case
- D. Workflow to copy the satisfaction rating from cases to contacts and map that field to Marketing Cloud Account Engagement

**Answer: A**

#### NEW QUESTION # 159

How can an interested lead that comes to Lenoxsoft's website and fills out the Contact Us form receive a follow-up email each time he or she submits?

- A. Use a dynamic list to use as a recipient list on an email send.
- B. Send using an automation rule
- C. Send using a segmentation rule.
- **D. Send using the form's completion actions.**

**Answer: D**

#### NEW QUESTION # 160

Administrators can reset passwords for users

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

**Answer: A**

#### NEW QUESTION # 161

The LenoxSoft sales and marketing teams are looking for more insights into which leads are most likely to buy based off of their engagements.

What feature should be recommended?

- **A. Einstein Behavior Score**
- B. Marketing Cloud Account Engagement Grade field
- C. Marketing Cloud Account Engagement Score field
- D. Einstein Lead Score

**Answer: A**

#### NEW QUESTION # 162

A company uses multiple Marketing Cloud Account Engagement business units and wants to set up B2B Marketing Analytics. What is considered true about using B2BMA with business units?

- A. There is an option to create a unique app for each business unit or one joined app for all business units.
- **B. Each business unit can only have one associated B2B Marketing Analytics app.**
- C. The app will create unique datasets for each business unit.

- D. Each dashboard will have an option to filter by business unit.

**Answer: B**

## NEW QUESTION # 163

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