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Salesforce Certified Marketing Cloud Account Engagement Consultant Sample Questions (Q17-Q22):

NEW QUESTION # 17

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

Answer: B,D

NEW QUESTION # 18

Marketing is under pressure to provide their sales team with more leads. A Marketing Cloud Account Engagement administrator is looking at the Pipeline Dashboard Report in the B2B Marketing Analytics App and notices an extremely high number of prospects compared to Marketing Qualified Leads (MQLs).

Which two steps should increase the number of qualified leads being passed to sales?

Choose 2 answers

- A. Improve lead qualification efficiency by using automation rules for prospect assignment.
- B. Improve prospect data by adding fields to existing forms and making them required.
- C. Increase their scoring threshold to give the Sales team the most qualified leads.
- D. Increase gated content on the website to provide more scoring opportunities.

Answer: A,D

NEW QUESTION # 19

What is possible with a trigger in engagement program? [Choose two answers]

- A. Form handler error
- B. File open
- C. Email link click
- D. Specific email link click

Answer: B

NEW QUESTION # 20

What are available Data Formats in Marketing Cloud Account Engagement Form Fields

- A. Phone
- B. Number
- C. Email with valid mail server
- D. Password
- E. Date
- F. Email
- G. Text
- H. Email not from ISPs and free email providers

Answer: B,C,F,G,H

NEW QUESTION # 21

It is possible for prospect to have less than 0 score

- A. False
- B. True

Answer: B

NEW QUESTION # 22

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