

MCAE-Con-201 Study Guides - Unparalleled Salesforce Certified Marketing Cloud Account Engagement Consultant



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Salesforce Certified Marketing Cloud Account Engagement Consultant Sample Questions (Q82-Q87):

NEW QUESTION # 82

LenoxSoft wants to see all the Accounts that were closed last month on the Account Based Marketing dashboard in B2B Marketing Analytics.

What dashboard feature should be used?

- A. Select the dropdown filter "Closed Date" and "Last Month" to view all Accounts closed in the last month.
- B. Filter the dashboard by the highest sales activity in the Sales Activities by Accounts chart.
- C. Select the win percentage in the Revenue Win Percentage donut chart so the Accounts will be faceted by won deals.
- D. Select the "Accounts" filter that allows filtering by accounts created within the last month.

Answer: A

NEW QUESTION # 83

What is true about grading? [Choose two answers]

- A. Matching or unmatching a criteria will result in an increase or decrease of the grade by , or 3/3 of a grade.
- B. You cannot change the default profile criteria
- C. All prospects start with a grade of D.
- D. A prospect can be associated to multiple profiles.

Answer: A,C

NEW QUESTION # 84

Which three Marketing Cloud Account Engagement asset types allow for embedded advanced dynamic content?
Choose 3 answers

- A. Layout Templates
- B. Social Posts
- C. List Emails
- D. Content Files
- E. Landing Pages

Answer: B

NEW QUESTION # 85

An Administrator imported a list of trade show attendees and added them all to the same Marketing Cloud Account Engagement campaign. A few months later, the Administrator wants to pull a one-time list of all of these attendees. How should this be accomplished?

- A. Run an automation rule based on the Marketing Cloud Account Engagement campaign
- B. Run a segmentation rule based on the Marketing Cloud Account Engagement campaign
- C. Look for the original list based on the Marketing Cloud Account Engagement campaign
- D. Run a dynamic list based on the Marketing Cloud Account Engagement campaign

Answer: B

NEW QUESTION # 86

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. It is possible to use URL wildcard by adding * to the end of the URL.
- D. You cannot set the prospect's source campaign with page actions.

Answer: A,B,C

NEW QUESTION # 87

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