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Salesforce Certified Marketing Cloud Engagement Consultant Sample Questions (Q248-Q253):

NEW QUESTION # 248

LenoxSoft currently has prospect and customer data located in their current email provider, spreadsheets from events, Salesforce, and LenoxSoft proprietary software. Specifically regarding their current email provider, what do you need to know before importing into Marketing Cloud Account Engagement to ensure a high deliverability rate in their initial Marketing Cloud Account Engagement email sends. Choose 2 answers:

- A. When was the last time a prospect was emailed in their current email provider.
- B. The date LenoxSoft last compared data between the email provider and Salesforce.
- C. How many emails a month were sent from the current email provider
- D. Identify the currently mailable and unmailable prospects in their current email provider.

Answer: A,D

NEW QUESTION # 249

LenoxSoft asks their Marketing Cloud Account Engagement administrator to assist in routing all qualified leads so leads can be reviewed first, then assigned to individual sales reps. Their marketing team uses a combination of criteria to qualify leads before they become qualified.

What should be configured to assign qualified leads as requested?

- A. Create a completion action to assign to a group when the prospect reaches a score of 100.
- B. Create an automation rule to assign to a lead queue when the qualification criteria is met.
- C. Create an automation rule to assign to a group when the qualification criteria is met.
- D. Create a completion action to assign to a lead queue when a high-value form is submitted.

Answer: C

NEW QUESTION # 250

When mapping fields between Marketing Cloud Account Engagement and Salesforce how can you control the synchronization?

- A. All of the above
- B. Use the most recently updated record
- C. Use Marketing Cloud Account Engagement's value
- D. Use Salesforce's value

Answer: A

NEW QUESTION # 251

Which standard connectors can be activated in Marketing Cloud Account Engagement

- A. GoToWebinar
- B. Youtube
- C. Olark
- D. Survey Monkey

Answer: A,C

NEW QUESTION # 252

which two considerations should be made when implementing an account-based marketing strategy?

Choose 2 answers

- A. Account-based marketing completely replaces broad-based marketing.
- B. Account-based marketing can be implemented in stages.
- C. Account-based marketing personalizes experiences for prospects.
- D. Account-based marketing is only a good fit for certain industries.

Answer: B,C

NEW QUESTION # 253

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