

Salesforce

CRT-160
Salesforce Pardot Specialist

Questions And Answers PDF Format:

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Version = Product



Latest Version: 14.0

Question: 1

Select available Social Posting Connectors

- A. Facebook
- B. Twitter
- C. LinkedIn
- D. Zone
- E. WhatsApp
- F. Instagram
- G. Tumblr

Answer: A B C

Question: 2

Select available Webinar Connectors

- A. Webex
- B. WebinarJam
- C. ReadyTalk
- D. GoToWebinar
- E. Demio
- F. ClickMeeting

Answer: A C D

Question: 3

Select available User Roles

- A. Administrator
- B. Sales User
- C. Marketing Manager
- D. CD Marketing

- E. Sales
- F. Sales Manager

Answer: A D E F

Question: 4

Select Assets that allow to Adjust prospects score

- A. Automation Rules
- B. Segmentation Rules
- C. PI Completion Actions
- D. Engagement Programs
- E. Tables

Answer: A C D

Question: 5

Can Marketing both Import and Export Prospects?

- A. True
- B. False

Answer: A

Question: 6

Is it possible for many users to edit exact same Email Template simultaneously?

- A. True
- B. False

Answer: B

Question: 7

How many CRM connectors can be active simultaneously in Pardot?

- A. One each type
- B. Many, but only Salesforce
- C. One
- D. There are no restrictions about that

Answer: C

Question: 8

How many Social Posting Connectors is it possible to create

- A. You can create as many Social Posting connectors as you want
- B. One each type
- C. Many but only one type
- D. You can't use any Social Posting connector

Answer: A

Question: 9

How many scheduled Engagement Programs is it possible to have

- A. 5
- B. 3
- C. 10
- D. 15

Answer: C

Question: 10

How many Engagement Programs can run at one time

- A. Always 100
- B. Pardot Growth Edition: 20 Pardot Plus Edition: 100 Pardot Advanced Edition: 200
- C. Pardot Growth Edition: 100 Pardot Plus Edition: 150 Pardot Advanced Edition: 200
- D. Pardot Growth Edition: 20 Pardot Plus Edition: 50 Pardot Advanced Edition: 100

Answer: B

Question: 11

- A. Repeat Rule
- B. Automation Criteria
- C. Repeat Settings
- D. Loop Settings

Answer: A

Question: 12

What is available to choose within Repeat Rule

- A. Days before eligible to repeat rule
- B. Limit rule matches
- C. Certain Prospects
- D. Repetition Order

Answer: A B

Question: 13

How many Scoring Categories is it possible to create

- A. 25
- B. 100
- C. 15
- D. 50

Answer: D

Question: 14

It is possible to assign certain Prospect to selected Scoring Category

- A. True
- B. False

Answer: B

Question: 15









How often does Pardot check for changes in Salesforce

- A. 5 minutes
- B. 1 hour
- C. 2 minutes
- D. 10 minutes

Answer: C

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