

# Salesforce

*CRT-160  
Salesforce Pardot Specialist*



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## **Product Version**

- ✓ **Up to Date products, reliable and verified.**
- ✓ **Questions and Answers in PDF Format.**

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# 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**

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### 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**

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### 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

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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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