

Latest [Aug 13, 2024] Salesforce Pardot-Specialist Exam Practice Test To Gain Brilliant Result [Q127-Q142]



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Take a Leap Forward in Your Career by Earning Salesforce Pardot-Specialist

Salesforce Pardot-Specialist Certification Exam is a must-have for professionals who want to establish themselves as experts in marketing automation. Salesforce Certified Pardot Specialist Exam certification is recognized globally and is highly valued by employers. It demonstrates that the candidate has a deep understanding of the Pardot platform and can use it to drive business growth. Pardot-Specialist exam covers a wide range of topics, including email marketing, lead generation, lead nurturing, lead scoring, and ROI tracking.

NO.127 What does the Data.com connector allow you to do?

- * Sync all your prospects to Salesforce
- * Connect with your meeting software
- * Quickly jump into the Data.com results for a prospect or their company

NO.128 You want to export a list of prospects, but you only need the default fields. What can you use?

- * Use the Simple Export option
- * Use the Express Export option
- * Copy and paste the information from the Prospect table into Excel.
- * You have to export all the fields. Pardot doesn't allow you to choose only the default fields.

An Express Export includes all default prospect fields, scores, and grades but does not include custom fields.

NO.129 The 'related' tab of the prospect record displays prospects that have what in common?

Choose one answer

- * Email Domain
- * Company
- * Assigned user
- * Score

NO.130 What are the limitations of connecting Pardot to a Salesforce Sandbox account?

- * If connected to a sandbox first, when you create your production connector, all prospects will not automatically queue to sync.
- * Pardot can't wipe data, so you will need to manually delete any prospects and data that is brought into your Pardot account from the sandbox connector before enabling the connector for your production instance.
- * You cannot sync with a sandbox at all

NO.131 In which two ways does a Pardot prospect sync with a Salesforce Lead or Contact record? (Choose two answers.)

- * Shared Contact or Lead ID
- * Shared Assigned User ID
- * Shared email address
- * Shared tracking pixel

NO.132 How many CRM connectors can a Pardot instance have verified at one time?

- * 1
- * 2
- * 5
- * Unlimited

NO.133 What step type should be used in engagement studio if a user wants to branch prospects down two paths based on actions taken on a marketing asset?

- * Rule
- * Wait
- * Trigger
- * Action

NO.134 A Pardot administrator wants to keep the first value submitted in a field even if the prospect completes additional forms with different values for that field.

Which form field option should be enabled?

- * Maintain the initial value upon subsequent form submissions
- * Always display even if previously completed
- * Kiosk/Data Entry Mode: Do not cookie browser as submitted prospect
- * Include 'Not you?' link to allow visitors to reset the form

NO.135 The VP of Marketing wants to see all automation rules and engagement studio programs that a prospect has been a member of. Where should the VP of Marketing look to find this information?

- * Automation settings
- * Scoring rules
- * Prospect's Audits tab
- * Lifecycle report

NO.136 Which two prospect activities trigger a sync from Pardot to Salesforce? Choose 2 answers

- * Submitting a form
- * Opening an email

- * Clicking a custom redirect
- * Unsubscribing from email

NO.137 A new Lead record is created in Salesforce without an email address and the Salesforce connector is set to

“automatically create prospects in Pardot’.

What action would occur in Pardot?

- * No new visitor record will be created.
- * A new prospect record will be created.
- * A new account will be created.
- * No new prospect will be created.

NO.138 By default, which two objects does Pardot write to in Salesforce? Choose 2 answers

- * Case records
- * Opportunity records
- * Contact records
- * Lead records
- * Account records

NO.139 What is the difference between a visitor and a prospect?

- * A prospect has an identified email address, while a visitor does not have an identified email address.
- * A prospect has an opportunity associated with it. while a visitor does not have an opportunity associated with it.
- * A prospect has submitted a Pardot form, while a visitor has not submitted a Pardot form.
- * A prospect has an assigned user, while a visitor does not have an assigned user.

NO.140 Arrange the steps to Access a Prospect Record:

- * Select Prospect
- * Mouseover Prospects
- * Click Prospect List

NO.141 A user is experiencing errors when trying to save their email.

What three items should they check for in order to successfully save their email draft? Choose 3 answers

- * The email contains a text version
- * The email contains at least one variable tag
- * The email uses dynamic content
- * The email designates a general or specific sender
- * The email contains an unsubscribe link

NO.142 A LenoxSoft marketer selects the option “Redirect the prospect instead of showing the form’s Thank You Content” when new Pardot landing page.

What would be the expected behavior when a prospect submits a form designed to show Thank you Content?

- * The prospect will continue to see the form upon submission
- * The discrepancy between the two assets will cause an error
- * The prospect will be redirected to another webpage
- * The form’s Thank You Content will still display

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