

# PDT-101<sup>Q&As</sup>

**Essentials of Pardot for Digital Marketers** 

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#### **QUESTION 1**

What is a capability of an automation rule?

- A. Run an action on a prospect multiple times per day.
- B. Run an action on a prospect the first time the criteria is met.
- C. Run an action on a visitor every time the criteria is met.
- D. Run an action on a prospect or visitor the first time the criteria is met.

Correct Answer: B

#### **QUESTION 2**

What user role must a Pardot user have in order to verify the Salesforce connector?

- A. Sales manager
- B. Sales
- C. Marketing
- D. Administrator

Correct Answer: D

### **QUESTION 3**

What information is required when creating a prospect manually?

- A. Campaign, Company, Email, Score
- B. Account, Email, Profile, Score
- C. Campaign, Email, Full Name, Profile
- D. Campaign, Email, Profile, Score

Correct Answer: D

#### **QUESTION 4**

In which two ways does a Pardot prospect sync with a Salesforce Lead or Contact record? (Choose two answers.)

- A. Shared Contact or Lead ID
- B. Shared Assigned User ID



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- C. Shared email address
- D. Shared tracking pixel

Correct Answer: AC

## **QUESTION 5**

What does the Google Analytics connector allow Pardot to do?

- A. Sync prospects with Google AdWords.
- B. Send emails to prospects from Gmail.
- C. Update the conversion field in Google Analytics.
- D. Append UTM parameters to a prospect record.

Correct Answer: D

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