

# CRT-160<sup>Q&As</sup>

Salesforce Certified Pardot Consultant

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**QUESTION 1**

You can view page views under which tab in the navigation menu?

- A. Marketing
- B. Prospects
- C. Reports
- D. Admin

Correct Answer: B

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**QUESTION 2**

What happens to the opportunity in Pardot if it's deleted from your CRM?

- A. The opportunity will be deleted from Pardot
- B. The opportunity will still be available in Pardot
- C. The opportunity will move to the recycling bin
- D. The opportunity will no longer be associated with the prospect in Pardot

Correct Answer: C

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**QUESTION 3**

A form is created to automatically register prospects to a webinar upon submission. Which automation tool should be used to accomplish this?

- A. Adding a completion action to register prospects on the form.
- B. Creating a segmentation rule to register prospects based on the form submission.
- C. Creating an automation rule to register prospects based on the form submission.
- D. Adding a form completion action as criteria for a dynamic list to be used as a recipient list.

Correct Answer: C

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**QUESTION 4**

What causes prospect records to sync from Pardot to the CRM?

- A. When the prospect's score is greater than 100

B. The prospect must be assigned in Pardot

C. Enable '\\sync all prospects to SFDC\\' in the connector settings D. Nothing, the prospect is synced automatically

Correct Answer: B

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#### QUESTION 5

LenoxSoft has a yearly conference and is using a Pardot form on a computer table.

What can a Pardot administrator enable on the form in order to reset the form after each new submission?

A. Kiosk/Data Entry Mode

B. Completion actions

C. Bot protection via a honeypot.

D. A URL redirect

Correct Answer: D

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