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QUESTION 1

Which three user role security limits can be added to an individual user account? (Choose three answers.)

- A. Max number of emails the user can send.
- B. Max number of prospects the user can manually delete.
- C. Max number of records a user can import.
- D. Max number of prospects the user can manually create.
- E. Max number of prospects the user can export.

Correct Answer: ACE

QUESTION 2

What is true about page actions? [Choose three answers]

- A. You can define a page to be a priority page to highlight the activity to Sales reps and other users.
- B. It is possible to use URL wildcard by adding * to the end of the URL.
- C. You cannot use auto responder emails with page actions.
- D. You cannot set the prospect's source campaign with page actions.

Correct Answer: ABC

QUESTION 3

There are a number of unassigned prospects in the Lenoxsoft database that have NOT been active in more than 60 days. An automation rule is set to assign prospects once they reach a score of 100.

What automatic workflow can be created to prevent them from getting assigned?

- A. Create an automation rule based on the prospects time to adjust their score to 0 if they haven't been active in 60 days.
- B. Create a dynamic list based on the prospects time to adjust their score to 0 if they haven't been active in 60 days.
- C. Create a completion action based on the prospects time to adjust their score to 0 if they haven't been active in 60 days.
- D. Create a segmentation rule based on the prospects time to adjust their score to 0 if they haven't been active in 60 days.

Correct Answer: A



QUESTION 4

How can you set a prospect's first touch campaign?

- A. Using automation rules.
- B. Using completion actions
- C. None of the above
- D. Using segmentation rules.

Correct Answer: B

QUESTION 5

What is a reason to use a dynamic list instead of static list?

- A. Unwanted prospects can be manually removed from the list
- B. An action can be triggered when prospects match the list
- C. List membership can be managed in Salesforce
- D. prospect data is frequently changing

Correct Answer: C

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