

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

**Essentials of Pardot for Digital Marketers** 

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#### **QUESTION 1**

Which type of email send can a completion action be added to?

- A. Email template
- B. Autoresponder
- C. Engagement Program email
- D. List email send

Correct Answer: B

#### **QUESTION 2**

When looking at a landing page report in Pardot, what does unique submissions represent?

- A. The number of times that an anonymous visitor successfully completed a form on the landing page and therefore "converted" to a prospect.
- B. The total number of times a form on the landing page has been successfully completed.
- C. The number of individual prospects who viewed the landing page at least once.
- D. The number of individual prospects who submitted the landing page at least once.

Correct Answer: D

#### **QUESTION 3**

What causes a sync from Salesforce to Pardot?

- A. Updating a formula field in Salesforce
- B. Updating the record\\'s assigned owner
- C. Prospect opens one to one email
- D. Updating a field on a contact record that does not have an email address

Correct Answer: B

#### **QUESTION 4**

A custom redirect has a completion action to add a tag of "clicked" to all prospects that click it. An unknown visitor clicks on the link and then fills out the form as Bob. A prospect also clicks on the link and fills out a form as Kate.

Which three things will affect the prospect records based on these activities? (Choose three answers.)



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- A. Bob\\'s prospect record will have a tag of "clicked" applied to it.
- B. Bob\\'s prospect record will show him clicking on the link and filling out the form.
- C. Kate\\'s prospect record will show her clicking on the link and filling out the form.
- D. Kate\\'s prospect record will have a tag of "clicked" applied to it.
- E. Bob\\'s visitor record will have a tag of "clicked" applied to it.

Correct Answer: BCD

#### **QUESTION 5**

Which two actions can be used to change a prospect\\'s Pardot campaign? (Choose two answers.)

- A. Create an automation rule to change Pardot campaign for prospects meeting certain criteria.
- B. Add the prospect to a static list.
- C. Create a segmentation rule to change the Pardot campaign for prospects meeting certain criteria.
- D. Manually change the prospect\\'s Pardot campaign when editing the prospect record.

Correct Answer: AD

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