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Salesforce Pardot-Consultant Certification is a great way to showcase your expertise in Pardot and increase your value as a marketing professional. It demonstrates to potential employers that you have the skills and knowledge to effectively use Pardot to drive leads and revenue. Moreover, the certification helps you stay up-to-date with the latest trends and best practices in marketing automation, which can help you stay ahead of the competition.

Salesforce Certified Pardot Consultant Sample Questions (Q54-Q59):

NEW QUESTION # 54
LenoxSoft is introducing a new product this summer, and the VP of Sales wants Marketing to automatically nurture the prospect if they show interest in the new product. There is no new gated content developed yet, only some blog posts and web pages about it. What approach should the Marketing team use to resolve this?

- A. Set up scoring categories > create page actions associated with the scoring category > create a dynamic list with criteria "prospect score in scoring category greater than 0" > set the list as the recipient list of an engagement program
- B. Set up scoring categories > create custom redirects associated with the scoring category > set completion actions to tag prospect > create an automation rule with criteria "prospect has tag new-product" to send an autoresponder email
- C. Set up scoring categories > copy the web pages to Pardot landing pages > put landing pages into Pardot folders > create automation rule with criteria "prospect score in scoring category greater than 1" to send an autoresponder email
- D. Set up scoring categories > put the web pages into folders in Pardot > set up custom redirects for the web pages > add completion actions to the custom redirects to add to list > set the list as the recipient list of an engagement program

Answer: A

NEW QUESTION # 55
Recommend a model to route qualified and unqualified leads across the business.
Place in order from most qualified to least qualified lead.
A: Low Grade | Low Score
B: High Grade | Low Score
C: High Grade | High Score
D: Low Grade | High Score

- A. ABDC
- B. CDBA
- C. CBDA
- D. CDAB

Answer: B

NEW QUESTION # 56
What is required when sending a Pardot email from an assigned user?

- A. There must also be a general or specific user as a sender.
- B. The email must also contain assigned user merge fields.
- C. The assigned user must be connected through user sync.
- D. All prospects on the recipient list must be assigned to a user.

Answer: A

NEW QUESTION # 57
LenoxSoft wants to quickly identify sales-ready leads from a list of prospects that came by their booth at a recent event. How should their engagement program be structured?

- A. Send the least targeted content first, followed by more targeted content
- B. Send emails using dynamic content based on prospect account fields
- C. Send five emails exactly seven days apart, without any following steps
- D. Send highly targeted content first, followed by less targeted content

Answer: B

NEW QUESTION # 58
Which two actions could a user take when importing prospects into Pardot?
Choose 2 answers

- A. Create new custom fields and populate field values
- B. Permanently delete prospects
- C. Undelete matching prospects from the Recycle Bin
- D. Assign prospects to an existing user

Answer: C,D

NEW QUESTION # 59
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