

CRT-160^{Q&As}

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QUESTION 1

What is the minimum requirement is user a needs to know about a Salesforce field on order to map is to a custom field. to Prospect?

- A. Field tags
- B. Field name
- C. Field values
- D. Field type

Correct Answer: B

QUESTION 2

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 3

The marketing team you consult with wants to assign prospects to a sales user when the prospects meets at least one of the following criteria:

- *
Successfully complete a "Request a Quote" form, OR
- *
Has a score above 175 and a grade above B+ Which assignment model will best achieve their goals?

- A.
Automation rule match Any

B.

Automation rule match All

C.

Completion Action

D.

Page Action

Correct Answer: A

QUESTION 4

Pick two statements that describe Segmentation rules:

A. Retroactive

B. Snapshot in time

C. Constantly running

D. Focus on building lists

Correct Answer: BD

QUESTION 5

How long does it take a drip program to start after unpausing it?

A. Within 2 minutes

B. Instantly

C. Within an hour

Correct Answer: C

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