Onboarding Day 1

Akash

akash.chauhan@leadsquared.com

Test Taken on: August 3, 2021 11:35:35 PM IST

Finish State: Normal

Registration Details

Email Address: akash.chauhan@leadsquared.com

First Name: Akash

Last Name: Chauhan

Overall Summary

MARKS SCORED
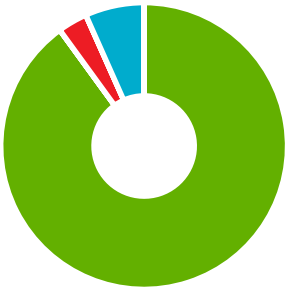
	Score	Percentile	Percentage
Section #1	28.25 / 30	98	94.17
Total	28.25 / 30	98	94.17

Percentile is among 310 candidate(s) who've taken this test.

SUMMARY OF ATTEMPTS

2 Partially Correct (Scored 1.25/2)

1 Incorrect (Scored 0/1)

27 Correct (Scored 27/27)

TIME TAKEN

0 hr	21 min

Available time: **0 hr 30 min**

TOTAL QUESTIONS

30

Question-wise Details

Section #1

Question 1:   **Time:** 2 Min 39 Sec   **Marks: 1 / 1**

Through Permission Templates, can you restrict access to. (2 answers)

Options	Response	Answer
Dashboards	✔	✔
Email Campaigns		
Automations		
Reports	✔	✔

Question 2:   **Time:** 27 Sec   **Marks: 1 / 1**

An admin wants to know the summary of the features and their consumption. Which section of settings should he refer to?

Options	Response	Answer
Request History		
Billings and Usage	✔	✔
Leads		
Users and Permission		

Question 3:   **Time:** 35 Sec   **Marks: 1 / 1**

Permission templates cannot be assigned to which of the following?

Options	Response	Answer
User		
Roles		
Teams	✔	✔
Sales Group		

Question 4: **Time:** 44 Sec **Marks: 1 / 1**

A healthcare organization collects the social security numbers of its leads. They do not want their sales users to view this information. They can achieve this by creating a permission template that provides

Options	Response	Answer
No access to activities		
Full access to leads		
Partial access to leads	✔	✔
No access to dashboards		

Question 5:   **Time:** 13 Sec   **Marks: 1 / 1**

A client wants to assign US holidays to US employees and Indian holidays to Indian employees. How can this be achieved?

Options	Response	Answer
Via automation distribute holiday calendar to respective employees		
Create Sales Group for US and India and assign respective holiday calendars		
Create Teams for US and India and assign respective holiday calendars	✔	✔
None of these		

A client created a sales group for his Bangalore team. He is now trying to make himself the sales group manager, but he cannot seem to do so. Which of the following could be the reason?

Options	Response	Answer
He is a Marketing User		
He must be given access via Permission Templates		
He is already part of a different sales group		
He is not a Sales User	✔	✔

A client wants to add the managers of 10 different sales groups to a new sales group. He also wants to make some of them managers of the new group. Is this possible?

Options	Response	Answer
Yes	✔	✔
No		

Which of the following are true for Sales Groups? (2 answers)

Options	Response	Answer
One user can be part of multiple Sales Groups	✔	✔
A Sales Group can have only one manager		
One user cannot be the manager of multiple Sales Groups		
Sales Group's manager can view/modify all leads assigned to Sales Group members	✔	✔

Can you associate a "Custom Field Set" to a Task field ?

Options	Response	Answer
Yes	✔	
No		✔

Question 10: **Time:** 2 Min 30 Sec **Marks: 0.5 / 1**

Which of the following are true for Custom Field Sets? (2 answers)

Options	Response	Answer
Custom field sets is the only place from		

where the files can be uploaded into LeadSquared.

13/33

		✔
With Custom Field Sets, you can create a field with data type as File for uploading documents		
You can associate a Custom Field Set with leads and activities.	✔	✔
Custom Field Sets can be integrated with Task fields.	✔	

Question 11:   **Time:** 11 Sec   **Marks: 1 / 1**

Client wants to ensure no more than 25 leads should be assigned to each Sales User per day. How can you set this up for the client?

Options	Response	Answer
Lead Quality Criteria		
Lead Assignment Quota	✔	✔
Lead Distribute		
Permission Template		

Question 12:   **Time:** 10 Sec   **Marks: 1 / 1**

Which feature of LeadSquared will help to score a Lead, based on Lead Attributes like salary, age etc.?

Options	Response	Answer
Engagement score		
Quality Score	✔	✔
Lead Score		

Question 13:

Default Lead forms like Quick Add Lead and Add New Lead can incorporate Lead fields and Task fields ?

Options	Response	Answer
True		
False	✔	✔

Question 14: **Time:** 55 Sec **Marks: 1 / 1**

Which of the following statements are true about Core activities? (2 Answers)

Options	Response	Answer
They are already set up by the system	✔	✔
You can define the score for Core Activity	✔	✔
The score for Core Activities cannot be in negative		
Core Activities can be posted Manually by Sales Users		

Which score tells you how leads have been interacting with your business in the last 30 days?

Options	Response	Answer
Lead Score		
Lead Quality Score		
Engagement Score	✔	✔
All of the above		

Apart from defining the scores for the Core and Custom Activities, you need to do further configuration under Lead Prioritization to calculate Lead Score.

Options	Response	Answer
True		
False	✔	✔

Question 17:   **Time:** 9 Sec   **Marks: 1 / 1**

A Client wants to rename their current Lead Stage. Will the existing leads with old lead stage automatically be updated with the new lead stage value ?

Options	Response	Answer
Yes		
No	✔	✔

Which kind of lists cannot be created from the Manage Lists page?

Options	Response	Answer
Empty Lists		
Activity Lists	✔	✔
Dynamic Lists		
Static Lists		

You can perform actions on individual leads (change stage, add activity, etc) from the List Details page

Options	Response	Answer
True	✔	✔
False		

Question 20:   **Time:** 1 Min 11 Sec   **Marks: 1 / 1**

A client wants to capture all the leads from Delhi in Delhi Lead List and leads from Bangalore in Bangalore Lead List. What type of lead list would you suggest the client to create in this case?

Options	Response	Answer
Starred Leads		
Static List		
All Leads		
Dynamic List	✔	✔

You've applied a specific permission template to the sales user role in an account. There are various sales groups in this account. You want to exclude the sales managers of these groups from that permission template, so that they can have higher permissions than other members in their sales groups. Which setting allows you to do this?

Options	Response	Answer
This cannot be done		
The user level setting - Apply Only User Specific Permissions	✔	✔
Can be done through tenant management		
Through a new permission template level setting		

Question 22:   **Time:** 36 Sec   Marks: 0.75 / 1

Which of the following modes of communication can I use in LeadSquared to communicate with my Leads? (4 Answers)

Options	Response	Answer
	✔	✔
Email		
	✔	✔

SMS		
WhatsApp		✔
Facebook Messenger		
Chatbot	✔	
Call	✔	✔

On which of the following can a smart view be imposed by the admin user?

Options	Response	Answer
Sales Groups		
Teams	✔	✔
Individual User		
Roles		

Which of the following can be used to create a Smart View ?

Options	Response	Answer
Lead		
Task		
Opportunity		
Activity		
All of the Above	✔	✔

Question 25:   **Time:** 25 Sec   **Marks: 1 / 1**

Can a user schedule a SmartView tab to be delivered as a report via Email ?

Options	Response	Answer
Yes	✔	✔
No		

A Client wants a view for Regional Managers showing All Inactive leads in their region under one tab and pending tasks in another tab. Which feature can be used to assign different views for a different set of users?

Options	Response	Answer
Sales Group	29/33	
Permission Templates		
Smart Views	✔	✔
Automation		

Question 27:   **Time:** 9 Sec   Marks: 1 / 1

Can you have lead fields as columns when you are creating an Activity based SmartView ?

Options	Response	Answer
Yes, by Default	✔	✔
Not possible at all		
Possible, Using Permission templates		
Possible using User Groups		

Question 28:   **Time:** 23 Sec   **Marks: 1 / 1**

Do you have to embed the tracking script on all pages of your website (non-wordpress) where you want to track visitor activities?

Options	Response	Answer
Yes	✔	✔
No		

Which feature will let me track activities (like page views, clicks, etc.) on my website?

Options	Response	Answer
Landing page	32/33	
Tracking script	✔	✔
Tracking URLs		
Automation		

Can I track multiple website domains with a single account of LeadSquared?

Options	Response	Answer
Yes	✔	✔
No		