| action | variant | type | note | exists | writable | unambiguous | complete | Sample\_json |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Delay for a set amount of time |  | DELAY |  | y | y | y | Y | {  "type": "DELAY",  "actionId": 3,  "delayMillis": 90000000,  "stepId": 1  } |
| Delay until a day or time |  | DELAY |  | y | n | 99% (delay==0) | n | {  "type": "DELAY",  "actionId": 4,  "delayMillis": 0,  "stepId": 2  } |
| Delay until event happens |  | UNSUPPORTED\_ACTION |  | y | N |  |  | {  "type": "UNSUPPORTED\_ACTION",  "contextJson": "{\"targetObjectOverride\":null,\"eventFilters\":[{\"updateType\":null,\"eventFilterId\":{\"id\":508063,\"version\":0},\"eventFilter\":{\"eventTypeId\":{\"metaType\":\"HUBSPOT\_EVENT\",\"innerId\":655002},\"filter\":{\"filterBranchOperator\":\"AND\",\"filters\":[{\"filterId\":null,\"filterType\":\"PROPERTY\",\"property\":\"hs\_name\",\"operation\":{\"propertyType\":\"multistring\",\"operator\":\"IS\_EQUAL\_TO\",\"values\":[\"firstname\"],\"pruningRefineBy\":null,\"coalescingRefineBy\":{\"setType\":\"ANY\",\"type\":\"SetOccurrencesRefineBy\"},\"defaultValue\":null,\"includeObjectsWithNoValueSet\":false,\"operationType\":\"multistring\",\"operatorName\":\"IS\_EQUAL\_TO\"}},{\"filterId\":null,\"filterType\":\"PROPERTY\",\"property\":\"hs\_value\",\"operation\":{\"propertyType\":\"alltypes\",\"operator\":\"IS\_KNOWN\",\"pruningRefineBy\":null,\"coalescingRefineBy\":{\"setType\":\"ANY\",\"type\":\"SetOccurrencesRefineBy\"},\"defaultValue\":null,\"includeObjectsWithNoValueSet\":false,\"operationType\":\"alltypes\",\"operatorName\":\"IS\_KNOWN\"}}],\"filterBranches\":[],\"filterBranchType\":\"AND\"}},\"listId\":null}],\"expiration\":{\"delta\":61,\"timeUnit\":\"MINUTES\",\"timeOfDay\":null,\"daysOfWeek\":[],\"optionalTimeZoneStrategy\":null},\"actionType\":\"WAIT\_UNTIL\"}",  "actionId": 5,  "stepId": 1  } |
| Enroll in another workflow |  | WORKFLOW\_ENROLLMENT |  | y | y | y | Y | {  "type": "WORKFLOW\_ENROLLMENT",  "workflowId": 25586945,  "actionId": 6,  "stepId": 1  } |
| Trigger webhook |  | WEBHOOK |  | y | y | y | Y | {  "type": "WEBHOOK",  "method": "POST",  "url": "https://www.google.com",  "actionId": 7,  "stepId": 1  } |
| Custom code |  | UNSUPPORTED\_ACTION |  | y | n |  |  | {  "type": "UNSUPPORTED\_ACTION",  "contextJson": "{\"functionId\":4916276,\"actionTypeId\":\"2-4916276\",\"functionSource\":null,\"secrets\":[],\"actionType\":\"CUSTOM\_CODE\"}",  "actionId": 8,  "stepId": 1  } |
| Format data |  | UNSUPPORTED\_ACTION |  | y | n |  |  | {  "type": "UNSUPPORTED\_ACTION",  "contextJson": "{\"variableContext\":[{\"name\":\"firstname\",\"value\":{\"type\":\"OBJECT\_PROPERTY\",\"propertyName\":\"firstname\"}}],\"template\":\"{{variable.firstname|capitalize}}\",\"actionType\":\"FORMULA\"}",  "actionId": 9,  "stepId": 1  } |
| If/then branch |  | BRANCH | Middle branches are lost; “filters” represents the “branch 1” condition | y | y | y | n | {  "type": "BRANCH",  "filtersListId": 713,  "actionId": 63,  "stepId": 4,  "filters": [  [  {  "engagementsFilter": {  "filters": [  {  "property": "hs\_meeting\_body",  "operator": "IS\_NOT\_EMPTY",  "type": "string",  "propertyObjectType": "ENGAGEMENT",  "filterFamily": "Engagement"  }  ]  },  "withinTimeMode": "PAST",  "filterFamily": "Engagement",  "propertyObjectType": "ENGAGEMENT"  }  ]  ],  "acceptActions": [],  "rejectActions": []  } |
| Simple branch |  | UNSUPPORTED\_ACTION | ALL branches are lost | y | n |  | n | {  "type": "UNSUPPORTED\_ACTION",  "contextJson": "{\"inputValue\":{\"type\":\"OBJECT\_PROPERTY\",\"propertyName\":\"hubspot\_owner\_id\"},\"actionType\":\"STATIC\_BRANCH\"}",  "actionId": 51,  "stepId": 1  } |
| Go to other action |  |  |  | n |  |  |  |  |
| Send internal email notification |  | UNSUPPORTED\_ACTION |  | y | n |  |  | {  "type": "UNSUPPORTED\_ACTION",  "contextJson": "{\"userIds\":[4815344],\"teamIds\":[],\"subject\":\"test\_subject\",\"body\":\"<p>no owner one user, no team</p>\",\"ownerProperties\":[],\"actionType\":\"EMAIL\_NOTIFICATION\"}",  "actionId": 18,  "stepId": 1  } |
| Send internal marketing email |  | NOTIFICATION |  | y | y | y | y | {  "type": "NOTIFICATION",  "emailContentId": 47212791843,  "recipientProperty": "message",  "actionId": 12,  "stepId": 1  } |
|  |  | NOTIFICATION |  |  |  |  |  | {  "type": "NOTIFICATION",  "emailContentId": 47212791843,  "staticRecipient": "test@test.com",  "actionId": 17,  "stepId": 1  } |
| Send internal SMS |  | SMS\_NOTIFICATION |  | y | y | y | Y | {  "type": "SMS\_NOTIFICATION",  "staticTo": "+11111111111",  "body": "to fixed number",  "actionId": 13,  "stepId": 1  } |
|  |  | SMS\_NOTIFICATION |  | y | y | y | y | {  "type": "SMS\_NOTIFICATION",  "body": "to user",  "userId": 4815344,  "actionId": 16,  "stepId": 1  } |
| Send in-app notification |  | NOTIFICATION\_STATION |  | y | y | y | N (owner recipient missing) | {  "type": "NOTIFICATION\_STATION",  "subject": "test in\_app",  "recipientUserIds": [],  "recipientTeamIds": [],  "delivery": "IN\_APP",  "body": "contact owner, no user no team",  "actionId": 14,  "stepId": 1  } |
|  |  | NOTIFICATION\_STATION |  | y | y | y | N (owner recipient missing) | {  "type": "NOTIFICATION\_STATION",  "subject": "test mobile\_push",  "recipientUserIds": [  4815344  ],  "recipientTeamIds": [],  "delivery": "MOBILE",  "body": "no existing owner, no team, one user",  "actionId": 15,  "stepId": 1  } |
| Send email |  | EMAIL |  | y | y | y | Y | {  "type": "EMAIL",  "emailContentId": 47212791843,  "emailCampaignId": 127365371,  "emailCampaignGroupId": 127358633,  "actionId": 19,  "stepId": 1,  "goalListCount": 0  } |
| Rotate record to owner |  | LEAD\_ASSIGNMENT |  | y | y | y | y | {  "type": "LEAD\_ASSIGNMENT",  "owners": [  78690924  ],  "teamId": null,  "overwriteCurrentOwner": true,  "ownerProperty": "hubspot\_owner\_id",  "actionId": 20,  "stepId": 1  } |
| Create record | deal | DEAL |  | y | y | y | n (timeline settings missing) | {  "type": "DEAL",  "assignCurrent": true,  "ownerId": null,  "stage": "qualifiedtobuy",  "pipeline": "default",  "amount": null,  "dealName": "deal\_name",  "daysTillClose": null,  "properties": {  "dealname": "deal\_name",  "hubspot\_owner\_id": {  "sourcePropertyName": "hubspot\_owner\_id",  "sourcePropertyType": "CONTACT"  },  "dealstage": "qualifiedtobuy"  },  "actionId": 21,  "stepId": 1  } |
|  | deal | DEAL |  | y | y | y | n (timeline settings missing) | {  "type": "DEAL",  "assignCurrent": null,  "ownerId": 78690924,  "stage": "qualifiedtobuy",  "pipeline": "default",  "amount": null,  "dealName": "deal\_name",  "daysTillClose": null,  "properties": {  "dealname": "deal\_name",  "hs\_next\_step": "this is the next step",  "hubspot\_owner\_id": "78690924",  "dealstage": "qualifiedtobuy",  "description": {  "sourcePropertyName": "firstname",  "sourcePropertyType": "CONTACT"  }  },  "actionId": 22,  "stepId": 1  } |
|  | company | UNSUPPORTED\_ACTION |  | y | n |  |  | {  "type": "UNSUPPORTED\_ACTION",  "contextJson": "{\"objectTypeId\":\"0-2\",\"properties\":[{\"targetProperty\":\"hubspot\_owner\_id\",\"value\":{\"type\":\"OBJECT\_PROPERTY\",\"propertyName\":\"hubspot\_owner\_id\"}},{\"targetProperty\":\"domain\",\"value\":{\"type\":\"STATIC\_VALUE\",\"value\":\"ibm.com\"}},{\"targetProperty\":\"name\",\"value\":{\"type\":\"STATIC\_VALUE\",\"value\":\"name\"}},{\"targetProperty\":\"about\_us\",\"value\":{\"type\":\"OBJECT\_PROPERTY\",\"propertyName\":\"firstname\"}}],\"associations\":[{\"targetSpec\":{\"associationCategory\":\"HUBSPOT\_DEFINED\",\"associationTypeId\":2},\"value\":{\"type\":\"ENROLLED\_OBJECT\"},\"associationOptions\":{\"backfillDuration\":{\"type\":\"LAST\_N\_DAYS\",\"daysAgo\":30,\"timestamp\":null}}}],\"lineItemFromProductCreateRequests\":[],\"useExplicitAssociations\":true,\"actionType\":\"CREATE\_OBJECT\"}",  "actionId": 23,  "stepId": 1  } |
|  | ticket | TICKET |  | y | y | y | N (timeline settings missing) | {  "type": "TICKET",  "properties": {  "hubspot\_owner\_id": {  "sourcePropertyName": "hubspot\_owner\_id",  "sourcePropertyType": "CONTACT"  },  "subject": "ticket name",  "hs\_pipeline\_stage": "3"  },  "actionId": 24,  "stepId": 1  } |
| Create task |  | TASK |  | y | y | y | Y (i think) | {  "type": "TASK",  "description": "<p>notes</p>",  "subject": "task\_title",  "assignCurrent": false,  "ownerId": 78690924,  "dueImmediately": true,  "reminderDays": 7,  "noReminderDate": false,  "reminderMinutes": 480,  "dueDays": null,  "dueMinutes": null,  "ownerProperty": null,  "taskType": "TODO",  "actionId": 25,  "stepId": 1  } |
| Add to static list |  | UPDATE\_LIST |  | y | y | y | Y | {  "type": "UPDATE\_LIST",  "directive": "ADD",  "listId": 711,  "actionId": 26,  "stepId": 1  } |
| Remove from static list |  | UPDATE\_LIST |  | y | y | y | Y | {  "type": "UPDATE\_LIST",  "directive": "REMOVE",  "listId": 711,  "actionId": 27,  "stepId": 1  } |
| Add to ads audience |  |  | NOT TESTED |  |  |  |  | NOT TESTED |
| Remove from ads audience |  |  | NOT TESTED |  |  |  |  | NOT TESTED |
| Set property value | Deal | SET\_COMPANY\_PROPERTY | Ambiguous | y | n | n |  | {  "type": "SET\_COMPANY\_PROPERTY",  "newValue": "78690924",  "propertyName": "hubspot\_owner\_id",  "actionId": 28,  "stepId": 1  } |
|  | Contact | SET\_CONTACT\_PROPERTY |  | y | Y | y | y | {  "type": "SET\_CONTACT\_PROPERTY",  "newValue": "1",  "propertyName": "annualrevenue",  "actionId": 29,  "stepId": 1  } |
|  | Company | SET\_COMPANY\_PROPERTY | Ambiguous | Y | y | n |  | {  "type": "SET\_COMPANY\_PROPERTY",  "newValue": "78690924",  "propertyName": "hubspot\_owner\_id",  "actionId": 30,  "stepId": 1  } |
|  | Ticket, timestamp | DATE\_STAMP\_PROPERTY | Ambiguous | y | n | N |  | {  "type": "DATE\_STAMP\_PROPERTY",  "model": "COMPANY",  "propertyName": "closed\_date",  "actionId": 31,  "stepId": 1  } |
|  | Ticket | SET\_COMPANY\_PROPERTY | Ambiguous | y | n | n |  | {  "type": "SET\_COMPANY\_PROPERTY",  "newValue": "1620014400000",  "propertyName": "closed\_date",  "actionId": 32,  "stepId": 1  } |
|  | Quote | SET\_COMPANY\_PROPERTY | Ambiguous | y | n | n |  | {  "type": "SET\_COMPANY\_PROPERTY",  "newValue": "1",  "propertyName": "hs\_currency",  "actionId": 33,  "stepId": 1  } |
|  | Deal, timestamp | DATE\_STAMP\_PROPERTY | Ambiguous | y | n | N |  | {  "type": "DATE\_STAMP\_PROPERTY",  "model": "COMPANY",  "propertyName": "closedate",  "actionId": 59,  "stepId": 4  } |
|  | Contact, timestamp | DATE\_STAMP\_PROPERTY |  | y | y | y | Y | {  "type": "DATE\_STAMP\_PROPERTY",  "model": "CONTACT",  "propertyName": "closedate",  "actionId": 60,  "stepId": 4  } |
|  | Company, timestamp | DATE\_STAMP\_PROPERTY | Ambigous | y | y | n |  | {  "type": "DATE\_STAMP\_PROPERTY",  "model": "COMPANY",  "propertyName": "closedate",  "actionId": 61,  "stepId": 4  } |
|  | Quote, timestamp | DATE\_STAMP\_PROPERTY | Ambiguous | y | n | n |  | {  "type": "DATE\_STAMP\_PROPERTY",  "model": "COMPANY",  "propertyName": "hs\_expiration\_date",  "actionId": 62,  "stepId": 4  } |
|  | Conversation |  | NOT TESTED |  |  |  |  | NOT TESTED |
|  | Conversation, timestamp |  | NOT TESTED |  |  |  |  | NOT TESTED |
| Copy property value | Contact to deal | COPY\_PROPERTY |  | y | n | N |  | {  "type": "COPY\_PROPERTY",  "sourceProperty": "hubspot\_owner\_id",  "targetModel": "COMPANY",  "targetProperty": "hubspot\_owner\_id",  "actionId": 34,  "stepId": 1  } |
|  | Contact to ticket | COPY\_PROPERTY |  | y | n | n |  | {  "type": "COPY\_PROPERTY",  "sourceProperty": "hubspot\_owner\_id",  "targetModel": "COMPANY",  "targetProperty": "hubspot\_owner\_id",  "actionId": 35,  "stepId": 1  } |
|  | Contact to company | COPY\_PROPERTY |  | y | y | n |  | {  "type": "COPY\_PROPERTY",  "sourceProperty": "hubspot\_owner\_id",  "targetModel": "COMPANY",  "targetProperty": "hubspot\_owner\_id",  "actionId": 36,  "stepId": 1  } |
|  | Contact to contact | COPY\_PROPERTY |  | y | y | y | y | {  "type": "COPY\_PROPERTY",  "sourceProperty": "hubspot\_owner\_id",  "targetModel": "CONTACT",  "targetProperty": "hubspot\_owner\_id",  "actionId": 37,  "stepId": 1  } |
|  | Contact to quote | COPY\_PROPERTY |  | y | n | n |  | {  "type": "COPY\_PROPERTY",  "sourceProperty": "hubspot\_owner\_id",  "targetModel": "COMPANY",  "targetProperty": "hubspot\_owner\_id",  "actionId": 38,  "stepId": 1  } |
|  | Contact to conversation |  | NOT TESTED |  |  |  |  | NOT TESTED |
| Copy company property value | Company to contact | COPY\_COMPANY\_PROPERTY |  | y | y | y | Y | {  "type": "COPY\_COMPANY\_PROPERTY",  "sourceProperty": "zip",  "targetModel": "CONTACT",  "targetProperty": "zip",  "actionId": 39,  "stepId": 1  } |
|  | Company to company | COPY\_COMPANY\_PROPERTY |  | y | y | y | y | {  "type": "COPY\_COMPANY\_PROPERTY",  "sourceProperty": "zip",  "targetModel": "COMPANY",  "targetProperty": "linkedinbio",  "actionId": 40,  "stepId": 1  } |
| Clear property value | Contact | SET\_CONTACT\_PROPERTY |  | y | y | y | Y | {  "type": "SET\_CONTACT\_PROPERTY",  "propertyName": "city",  "actionId": 41,  "stepId": 1  } |
|  | Company | SET\_COMPANY\_PROPERTY |  | y | y | N |  | {  "type": "SET\_COMPANY\_PROPERTY",  "propertyName": "about\_us",  "actionId": 42,  "stepId": 1  } |
|  | Ticket | SET\_COMPANY\_PROPERTY |  | y | n | N |  | {  "type": "SET\_COMPANY\_PROPERTY",  "propertyName": "hubspot\_owner\_id",  "actionId": 43,  "stepId": 1  } |
|  | Deal | SET\_COMPANY\_PROPERTY |  | y | n | N |  | {  "type": "SET\_COMPANY\_PROPERTY",  "propertyName": "hubspot\_owner\_id",  "actionId": 44,  "stepId": 1  } |
|  | Quote | SET\_COMPANY\_PROPERTY |  | y | n | N |  | {  "type": "SET\_COMPANY\_PROPERTY",  "propertyName": "hs\_comments",  "actionId": 45,  "stepId": 1  } |
|  | Conversation |  | NOT TESTED |  |  |  |  | NOT TESTED |
| Increase or decrease property value | Contact | ADD\_SUBTRACT\_PROPERTY |  | y | y | y | y | {  "type": "ADD\_SUBTRACT\_PROPERTY",  "valueToModifyPropertyBy": 1,  "propertyName": "hs\_time\_between\_contact\_creation\_and\_deal\_close",  "actionId": 46,  "stepId": 1  } |
|  | Company | INCREMENT\_COMPANY\_PROPERTY |  | y | y | y | Y | {  "type": "INCREMENT\_COMPANY\_PROPERTY",  "valueToModifyPropertyBy": -1,  "propertyName": "annualrevenue",  "actionId": 47,  "stepId": 1  } |
| Manage subscription status |  | UPDATE\_EMAIL\_SUBSCRIPTION |  | y | y | y | y | {  "type": "UPDATE\_EMAIL\_SUBSCRIPTION",  "subscriptionId": 14176935,  "optState": "OPT\_IN",  "actionId": 48,  "stepId": 1  } |
|  |  | UPDATE\_EMAIL\_SUBSCRIPTION |  |  |  |  |  | {  "type": "UPDATE\_EMAIL\_SUBSCRIPTION",  "subscriptionId": 14176935,  "optState": "OPT\_OUT",  "actionId": 49,  "stepId": 1  } |
| Set marketing contact status |  | UNSUPPORTED\_ACTION |  | y | n |  |  | {  "type": "UNSUPPORTED\_ACTION",  "contextJson": "{\"marketableType\":\"MARKETABLE\",\"actionType\":\"SET\_MARKETING\_STATUS\"}",  "actionId": 50,  "stepId": 1  } |