**Questions and Answers**

**Section 2:**

1. Which of the following is not a Pipedrive advantage?
   1. Sales specialization
   2. Ease of use
   3. **High-level marketing tools**
   4. Reporting & automations
2. Connecting your email to Pipedrive automatically adds email interactions with customers to their respective deal.
   1. **True**
   2. False
3. Which lefthand navigation button is used to access your email?
   1. User Email
   2. Gmail Inbox
   3. Email Generator
   4. **Sales Inbox**
4. When you create a new Pipedrive account and system you automatically become the:
   1. Contributor
   2. **Main admin user**
   3. Project manager
   4. Standard-level user

**Section 3:**

1. Which method is easier for adding multiple leads into Pipedrive?
   1. **Through spreadsheet upload.**
   2. Adding them one-by-one.
   3. Using an AI assistant.
   4. Uploading via a third-party software.
2. Which application can be used to sync your contacts?
   1. Mailchimp
   2. Excel
   3. Outlook
   4. **Google Contacts**
3. Users can choose between importing new customers with a spreadsheet or transferring customer information from another database such as Salesforce.
   1. **True**
   2. False
4. A \_\_\_\_\_\_\_ sync means that contacts from Pipedrive and the synced program are added when a contact is added to either program.
   1. One-way
   2. **Two-way**
   3. Three-way
   4. Four-way

**Section 4:**

1. What is happening when a deal is “rotting”?
   1. The lead isn’t answering calls.
   2. The potential customer does not answer emails.
   3. **The owner of the deal hasn’t had recent activity of any kind on the deal for a set number of days.**
   4. This term is not used in Pipedrive.
2. Which of the following is not a feature included in the LeadBooster package?
   1. **Meeting Scheduler**
   2. Prospector
   3. Web Forms
   4. Live Chat
3. The Prospector tool pulls from a pool of \_\_\_\_ million leads.
   1. 2
   2. **400**
   3. 600
   4. 800
4. Activities can be assigned to other users in Pipedrive.
   1. **True**
   2. False
5. The feature that allows users to schedule meetings with customers is called:
   1. Greet App
   2. Zoom Room
   3. Meeting Organizer
   4. **Meeting Scheduler**

**Section 5:**

1. The main advantage of the Pipedrive Campaigns feature over other integrated email services is that:
   1. **It integrates seamlessly with Pipedrive.**
   2. It has a better price than competitors.
   3. It has the easiest-to-use interface.
   4. There aren’t any advantages.
2. You can sync your calendar to share Pipedrive calendar events with your calendar management software, but Pipedrive isn’t able to receive events from your calendar management software.
   1. True
   2. **False**
3. What is the sign within Pipedrive that your calendar sync is working?
   1. A globe icon in the upper left corner.
   2. Blue lettering highlighting the header text.
   3. **A green check with the word “active” next to it.**
   4. A golf club in the upper left corner of the screen.
4. The primary function of Slack is:
   1. **Team communication.**
   2. Lead generation.
   3. Marketing insights.
   4. Sales pipeline optimization.
5. What is the most common app integration for Pipedrive?
   1. Google Drive
   2. **Slack**
   3. Pinterest
   4. ChatGPT

**Section 6:**

1. Dashboards can only be accessed by network administrators in Pipedrive.
   1. True
   2. **False**
2. The Insights feature takes the information from your pipeline and displays it on:
   1. Weekly emails sent to all users.
   2. Only in the primary administrator's dashboard.
   3. **Well-designed graphs that can be customized in your personal dashboard.**
   4. A handwritten letter from Pipedrive’s leadership team.
3. What two activities were triggered in the example automation we created in this course?
   1. **An email and a call.**
   2. A call and a task.
   3. A deal and a task.
   4. A lunch meeting and an email.