



✓ **Congratulations! You passed!**  
TO PASS 80% or higher

Keep Learning

GRADE  
100%

## Graded Quiz: Test your Project understanding

LATEST SUBMISSION GRADE

100%

1. Which of the following features are available on the HubSpot platform?

1 / 1 point

☒ Sales

✓ **Correct**

Correct! HubSpot has an awesome sales platform that allows you to create and track deals as they work through the pipeline.

☐ Human Resources

☒ Marketing

✓ **Correct**

Correct! HubSpot has great marketing resources including ads, forms, and emails.

☒ Contacts

✓ **Correct**

Correct! HubSpot's main CRM feature that is free forever is "Contacts" which allow you to input and store all of your business contacts.

2. Where do you go to add members to your CRM team?

1 / 1 point

☐ "New User" under account details

☒ "Users and Teams" in settings

☐ "Add Member" in contacts

☐ "Create Team" in the profile dropdown

✓ **Correct**

Nice work! To add a new member to your CRM team, you need to navigate to settings, then users and teams, and finally click on the orange "Create User" button to add a team member.

3. Which of the following is an action option available in each contact's profile? Select all that apply.

1 / 1 point

☐ Transfer

☒ Meet

✓ **Correct**

Awesome job! The "Meet" option allows you to schedule a meeting with the client.

☒ Log

✓ **Correct**

Awesome job! The "Log" option allows you to log any contact (phone, email, or meeting) you've had with the

client.

☒ Task

 **Correct**

Awesome job! The "Task" option allows you to create an action items with details, deadlines, and reminders.

4. How can you create a deal on HubSpot? Select all that apply.

1 / 1 point

☐ Click on the "+" icon beneath the contact's name on their profile.

☐ Click on the "Sales" tab and select "Create New" from the dropdown.

☒ Select "Add" next to the "Deals" dropdown on the contact's profile.

 **Correct**

You got it! One way to create a deal is to add it from the contact's profile page. You can add it by clicking on "Add" next to the "Deals" section on the right of the contact's profile.

☒ From the "Deals" dashboard, click on the orange "Create Deal" button.

 **Correct**

Great job! One way to create a deal is to add it using the "Create Deal" button on the "Deals" dashboard homepage.

5. When changing the contact's personal information, it will automatically save.

1 / 1 point

☐ True

☒ False

 **Correct**

Good job! When you change a contact's personal information, you must click the "Save" button that will appear on the bottom of the screen in order for the information to save.

6. When previewing your marketing email, what preview options are provided?

1 / 1 point

☒ A cell phone

 **Correct**

Nice work! Yes, a cell phone preview of your marketing email is provided when previewing the marketing email.

☒ A web browser

 **Correct**

Nice work! Correct, one of the preview options available on the marketing email preview is a web browser.

☐ A smart TV

☐ A social media posting

7. How do you navigate to your report dashboards? Select all that apply.

1 / 1 point

☐ Click on the profile icon and select "Reports" from the dropdown

☐ Click on "Sales" from the top navigation bar and select "Reports" from the dropdown

☒ Click on the "Reports" dropdown at the top and select "Dashboards"

✓ **Correct**

Awesome! Yes, one way to navigate to the reports dashboard is to click on the "Reports" dropdown menu and select "Dashboards" from the dropdown.

✓ Click on the HubSpot logo in the upper left corner

✓ **Correct**

Awesome! Yes, in order to navigate to your report dashboards, simply click on the HubSpot logo.

8. When creating a report dashboard, you have the option to select and deselect any of the reports included in the templates.

1 / 1 point

☒ True

☐ False

✓ **Correct**

Great job! You are correct, when creating a report dashboard, you have the ability to customize the templates by selecting and deselecting the reports included in each template. This will ensure you have a dashboard that meet all of your company's needs.