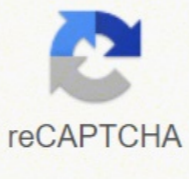




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True or false? It's recommended that you offer the content on a 10x content pillar page as a packaged downloadable resource.

True
False

True or false? A resource pillar page should only be made up of internal website links.

True
False

True or false? Social media is a key driver for word-of-mouth marketing.

True
False

There are many benefits to having a social media strategy. Which answer is NOT one of them?

- Social media helps you expand your other marketing efforts.
- Social media helps you attract buyers.
- Social media helps you send better emails.
- Social media is a key driver for word-of-mouth marketing.

True or false? A buyer persona is as important as business objectives when developing a social media strategy.

True
False



HubSpot Inbound Marketing Certification Exam Answers

What is a conversational growth strategy?

- The long-term planning, creation, and management of your content marketing efforts.
- The delivery of the right message to the right person at the right time, every time.
- The creation and management of your combined conversion efforts.
- The long-term planning, creation, and management of your professional network.

What are the steps to implementing a conversational growth strategy?

- Think, Plan, Build
- Think, Plan, Grow
- Think, Optimize, Chat
- Chat, Spend, Share

Which three elements are important to consider when determining if you should start to automate a conversation on your website?

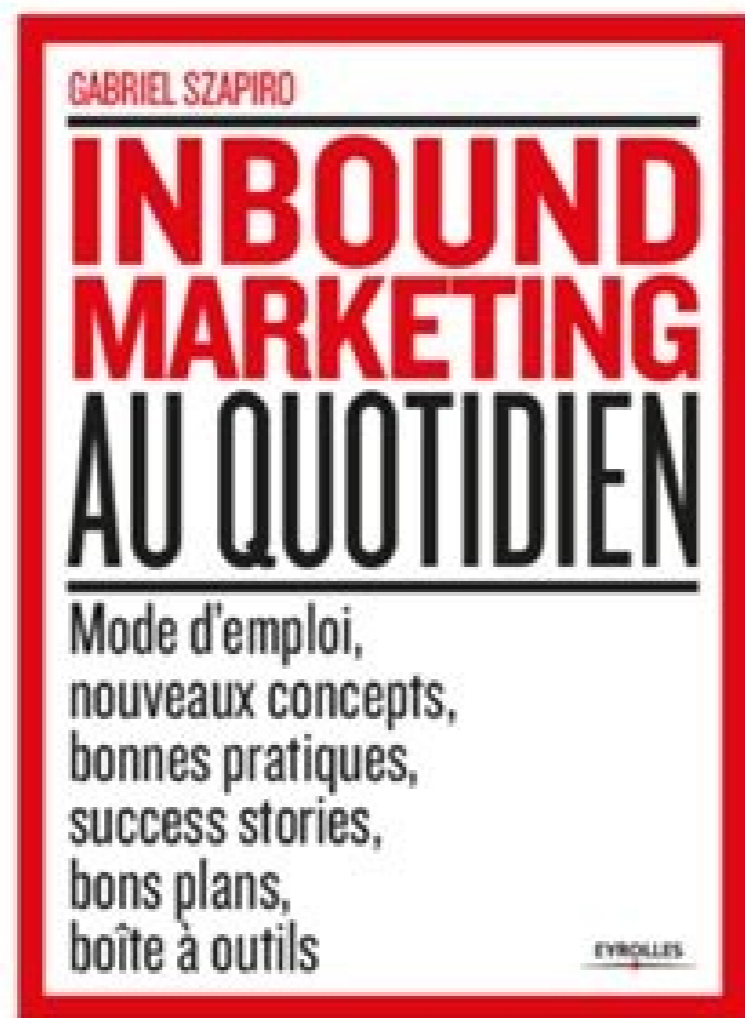
- That it is repeatable, predictable, and impactful.
- That it is significant, cheap, and easy.
- That it is purposeful, replicable, and impactful.
- That it is relationship-focused, replicable, and easy.

What is shared knowledge?

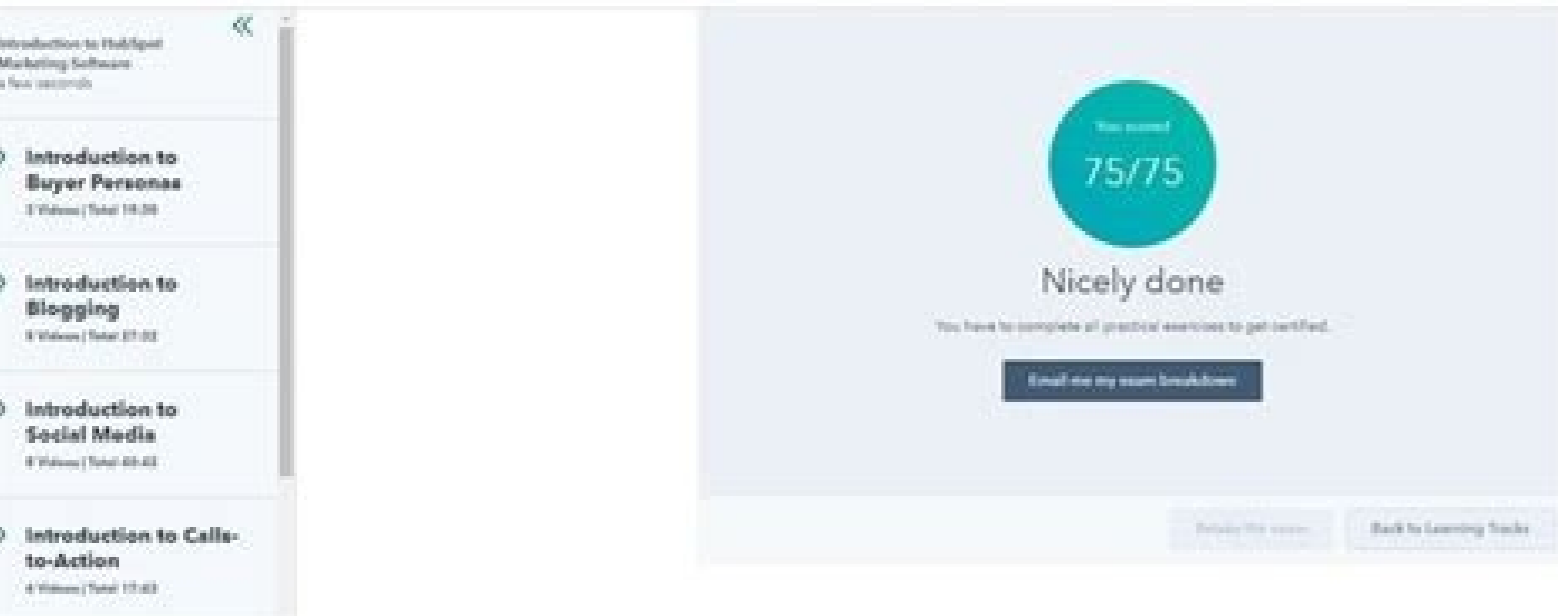
- The collective hive mind of HubSpot users.
- Information or data that is accessible by all tools (like chatbots), and participants (like people), in your campaigns.
- Shared knowledge is the data you purchase in lists.
- The information you repurpose across channels for your website visitors.

True or false? In relation to reporting, “data in” is the data you collect, either by asking for it explicitly or gathering it through analytics implicitly.

- True
- False



HubSpot Marketing Software



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