

HubSpot Inbound Marketing Certification Exam Questions and Answers(Verified)

1. Marketing Automation Is A Key Piece Of Lead Nurturing Because It's How You Deliver Information. How Is Marketing Automation Defined

ANS The software that exists with the goal of automating your marketing actions.

2. Situational Example: You Are Tasked With Generating Twice The Amount Of Qualified Leads Your Company Generated Last Quarter. With Your Company's Bottom Line And Return On Investment In Mind, What's The Most Strategic Avenue To Choose

ANS You could increase the chances of your current traffic choosing to convert and move down your funnel. Over time, this has the potential to drastically lower your cost to acquire a customer and positively impact your return on investment.

3. What Is Another Commonly Used Term For Conversion Optimization

ANS -

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RC Schank



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