

# HCT - HubSpot Certified Trainer Practice Test Questions and Answers

## 1. What is a buyer persona?

- A) A real-time chat bot
- B) A customer feedback tool
- C) An ideal customer profile based on data
- D) A list of sales contacts

## 2. What is capacity planning?

- A) Predicting future resource needs based on growth trends and requirements
- B) Buying maximum resources upfront
- C) Only planning for current usage levels
- D) Waiting until resources are exhausted to add more

## 3. When is automation NOT appropriate?

- A) For one-time tasks or processes requiring complex human judgment
- B) For repetitive tasks performed more than once daily
- C) For standardized processes with clear rules
- D) For tasks that currently require manual data entry

## 4. What is a data governance framework?

- A) Policies and procedures that define how data is managed across the organization
- B) A software tool for database management
- C) A backup and recovery plan
- D) A network security protocol

**Answers: 1-C 2-A 3-A 4-A**

For More HCT - HubSpot Certified Trainer Questions and Answers FREE, HCT - HubSpot Certified Trainer Online Prep Training, HCT - HubSpot Certified Trainer Exam, HCT - HubSpot Certified Trainer Study Guide, HCT - HubSpot Certified Trainer Flashcards, HCT - HubSpot Certified Trainer Quizzes visit:

## HCT - HubSpot Certified Trainer Practice Test