

Oracle Cloud 1Z0-970

Oracle Sales Cloud 2017 Implementation Essentials

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Version: 6.0

Question: 1

The Sales VP wants his Sales Representatives to be able to search across all objects in Oracle Sales Cloud. Which profile option do you need to enable? (Choose the best answer.)

- A. FUSION_FIELD_SEARCH_ENABLED
- B. FUSION_APPS_SEARCH_ENABLED
- C. FUSION_CUSTOM_SEARCH_ENABLE
- D. FUSION_APPS_SEARCH_DISABLED

Answer: B

Question: 2

Which profile option needs to be enabled for the use of auxiliary dimensions in territory definition? (Choose the best answer.)

- A. There is no need to set any profile option.
- B. Customer Type for auxiliary dimension needs to be set to Customer Type.
- C. Classification Category for auxiliary dimension needs to be set to Classification Category.
- D. Customer Class for auxiliary dimension needs to be set to Customer Class.
- E. Customer Account for auxiliary dimension needs to be set to Customer Type.

Answer: C

Question: 3

What two descriptions are needed for the attribute "Person type"? (Choose two.)

- A. The selection you make is used for provisioning the employee abstract role.
- B. The Oracle Sales Cloud Service creates the legal entity for you from the information you provide when you sign up for the Cloud Service.
- C. The Oracle Sales Cloud Service creates the business unit for you from the information you provide when you sign up for the Cloud Service.
- D. Enter contingent worker, for the provision of Contract or Non Payroll Employee.

Answer: A, D

Question: 4

Which statement is true about unique classifications? (Choose the best answer.)

- A. it is possible to create a unique classification scheme only by re-purposing one of the existing classification schemes.
- B. Oracle Sales Cloud comes with standard classifications, such as SIC and NAICS, and unique classification schemes may not be created.
- C. A unique classification may be created in Oracle Sales Cloud and it may contain hierarchical relationships.
- D. Unique classification schemes may be created, but will not be available as a territory dimension in Oracle Sales Cloud.
- E. You must first create a lookup type (choice list) for a unique classification scheme.

Answer: A

Question: 5

You are asked to validate the potential revenue field on an opportunity object. The Child revenue line has four fields as Q1, Q2, Q3, and Q4 revenue, and the sum of Q1, Q2, Q3, and Q4 must be less than the potential revenue. You need to get the child object value from the parent object to validate. Which is the correct option to achieve this? (Choose the best answer.)

- A. Related Object
- B. View Object
- C. Reference Object
- D. Related Collection

Answer: D

Question: 6

Identify three functional responsibilities associated with the Channel Manager role. (Choose three.)

- A. Pursue Partner Leads and Opportunities
- B. Manage Partner Accounts
- C. Manage Partner Programs
- D. Manage Sales Planning and Forecasting
- E. Manage Partner Enrollment

Answer: A, B, C

Question: 7

You are configuring Sales Methods and related Sales Stages for your customer. Which four complex fields can you configure at Sales Stage level but not at Sales Method level? (Choose four.)

- A. Close Window

- B. Set
- C. Stalled Deal Limit
- D. Win Probability
- E. Duration
- F. Quota Factor

Answer: C, D, E, F

Question: 8

Which three actions can you determine while setting up Profile options for territories assigned to opportunities? (Choose three.)

- A. You can explicitly add territories to an opportunity.
- B. whether the assign opportunity action is available from within an opportunity for salespeople to run assignment
- C. whether all territory team members are also copied to the opportunity team, in addition to the territory owner, when a territory is assigned to an opportunity revenue line
- D. whether the application runs assignment when salespeople create but do not save an opportunity
- E. whether the assignment engine automatically assigns territories to opportunity revenue lines by matching the dimensional attributes of revenue lines to territory dimensions, such as Customer Size or Industry

Answer: A, D, E

Question: 9

A forecast is frozen and the VP of Sales wants to extend the forecast freeze date. What are two consequences of this decision? (Choose two.)

- A. Sales reps can create new forecast items but cannot edit the previously submitted items.
- B. Territory hierarchy cannot be changed.
- C. Submitted forecasts remain unsubmitted.
- D. Any territory changes implemented after the original freeze date are now enforced.

Answer: C, D

Question: 10

The customization level is set to Extensible on a lookup type. Identity two actions that can be done on a lookup type during implementation. (Choose two.)

- A. Insert new code to a lookup type.
- B. Delete predefined codes in a lookup type.
- C. update target module for a lookup type.

- D. Delete a lookup type.
- E. Update start date of a non-predefined code.

Answer: A, E

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