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Oracle Sales Cloud 2018 Implementation Essentials Exam

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**DEMO
VERSION**

(LIMITED CONTENT)

**Questions
& Answers**

Version: 6.0

Question: 1

Which statement is correct with regards to leads and opportunities?

- A. Once a lead is converted to an opportunity, you can manually add multiple opportunities to it.
- B. Lead to opportunity is a one-to-one relation, hence you cannot have one lead assigned to multiple opportunities.
- C. You can have multiple leads associated with a single opportunity but not a single lead associated with multiple opportunities.
- D. Once a lead is converted to an opportunity, you cannot associate another opportunity with it.

Answer: A

Question: 2

Which three options are mandatory procedures to consider in migration planning? (Choose three.)

- A. Lock all the configuration data in the test environment.
- B. Review all the customizations and configuration performed in the test environment.
- C. Define which data should be migrated from the test environment.
- D. Check if there are no configuration records at all in the production environment.
- E. Verify if both environments are in the same release and patch bundle.

Answer: B, C, E

Question: 3

Identify two criteria that must be met for salespeople to submit their forecasts. (Choose two.)

- A. forecast past forecast due date
- B. territory freeze date past forecast due date
- C. forecast before forecast due date
- D. forecast before territory freeze date
- E. forecast past territory freeze date

Answer: A, B

Reference:

https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm

Question: 4

Your customer has thousands of products and would like to migrate from his legacy system to Oracle Sales Cloud. Which statement is true regarding Importing Product Groups?

- A. The import procedures are covered in the topic, Importing Product Groups.
- B. You'll create only the root group in the UI and import the rest.
- C. You'll create all of the subgroups (under the root group) manually in the UI.
- D. You can directly import an entire product group along with a root group.

Answer: B

Reference:

https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/F1287486AN1365A.htm

Question: 5

Which tool will a developer use to alter security for an existing job role on a custom object?

- A. Oracle Application Composer
- B. Oracle Authorization Policy Manager
- C. Functional Setup Manager
- D. Oracle Identity Manager

Answer: A

Reference:

<https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/adding-objects-and-fields-in-application-composer.html#OACEX398839>

Question: 6

Which two Customer Center Profile Options would be used to automatically assign Territories to Accounts? (Choose two.)

- A. ZCA_SA_AUTO_ASSIGN_ON_CREATE
- B. Territories must be manually assigned to Accounts
- C. ZCA_SA_TERRITORY_ASSIGNMENT
- D. ZCA_SA_AUTO_ASSIGN_ON_UPDATE
- E. MOO_AUTO_ASSIGN

Answer: A,D

Reference:

https://docs.oracle.com/cloud/r13_update17c/salescs_gs/OASAL/OASAL1439686.htm#OASAL1439686

Question: 7

Which three features are available for Outlook configuration in Application Composer? (Choose three.)

- A. Within Application Composer, you can edit the fields and sections displayed in Outlook forms.
- B. Within Application Composer, you can configure the Outlook Toolbar Ribbon.
- C. Within Application Composer, you can customize layouts, configure data, and configure synchronization settings.
- D. Within Application Composer, you can set up record-level event validations and configure installation settings.

Answer: A,C,D

Reference:

https://cloud.oracle.com/_downloads/SaaSReadiness_Sales_WhatsNew/Oracle_Sales_Cloud_Release_8_Whats_New.pdf

Question: 8

You are importing records that already exist in your system. However, there are minor changes in those records.

To update these records, which two key pieces of information does your file have to include? (Choose two.)

- A. Oracle Sales Cloud internal ID, or PUIDs, such as business keys or external IDs
- B. Source system table structure should be similar to Oracle Sales Cloud table structure
- C. Source system base table details
- D. Source system reference value combination

Answer: A,C

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