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Oracle Pricing Cloud 2018 Implementation Essentials Exam

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Questions & Answers

Version: 7.0

Question: 1

Which three Pricing Architecture components are required for executing the pricing process?

A. Pricing Segment
B. Pricing Rules
C. Service Mapping
D. Charge Lists
E. Algorithms
F. Matrix Classes

Answer: CEF

https://docs.oracle.com/en/cloud/saas/supply-chain-management/18b/faupr/managing-pricing-algorithms-service-mappings-and-matrix-classes.html#FAUPR1998171

Question: 2

You are explaining Pricing Segments to a client.
Which three statements describe the true purposes of a pricing segment that you could share with your client?

A. categorize set of customers
B. understand customer business motivations
C. achieve profitability goals
D. serve as a repository for Price Lists
E. offer custom pricing solution to customer
F. define rules that assign a pricing segment to a pricing strategy

Answer: ABE

https://docs.oracle.com/cloud/farel12/scmcs_gs/FAUPR/FAUPR1971768.htm#FAUPR1171254

Question: 3

Your customer wants to change costs based on the quality of products ordered.
What must be configured to achieve this requirement?

A. Shipping Charge Adjustment
B. Shipping Tier Adjustment
C. Cost List Adjustment

D. Firelight List Adjustment
E. Quality Based Shipping Charges

Answer: C

Question: 4

Your customer wants to have a price list that determines pricing when transferring between two internal organizations.
Which two algorithms supports this policy?

A. Process Transfers Pricing Strategy
B. Price Sales Transitions
C. Get Sales Pricing Strategy
D. Price Material Transfers

Answer: A

Question: 5

Which component must a customer use to define adjustments?

A. Piking Strategy
B. Pricing Profile
C. Surcharge Lists
D. Shipping Charge Lists
D. Discount Lists

Answer: D

Question: 6

Which two statements are true regarding the relationship between pricing strategies and pricing segments?

A. You can use different pricing strategies for the same pricing segment.
B. Every pricing segment can have a different pricing strategy.
C. Each customer should have a different pricing segment and, therefore, a different pricing strategy.
D. You can only use one pricing strategy for all pricing segments.
E. Pricing strategies and pricing segments are not related.

Answer: CD

Question: 7

In which two lists are you able to define a matrix rule based on the out of the box setups?

A. Cost List
B. Pricing Algorithm
C. Discount list
D. Surcharge List
E. Price List

Answer: AC

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