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Oracle Sales Cloud 2017 Implementation Essentials Exam

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DEMO VERSION (LIMITED CONTENT)

Questions & Answers

Version: 9.0

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

Question: 9

Which three options would you configure to validate geography in the Manage Geographies task? (Choose three.)

A. Configure rules to determine that an address is a legitimate address.
B. Use Geography Validation Control to avoid or allow recording an incorrect address.
C. Enable Geography Validation for every geography type that you plan to validate.
D. Standardize the address.
E. Enable a list of values in the geography type to allow users to select a value from the list.

Answer: B, C, E

Reference https://docs.oracle.com/en/cloud/saas/sales/18b/oacdm/define-

geographies.html#OACDM1478836

Question: 10

Which two updates are typically performed on a quarterly basis? (Choose two.)

A. Oracle optional updates
B. Infrastructure updates to the database and hardware
C. National Language Support updates to support language packs
D. Oracle mandatory updates
E. Vertex updates to update U.S. and Canadian tax rates and address validations

Answer: B, D

Question: 11

Which three steps should you perform to import data using the predefined templates from the File-Based Data Import tool? (Choose three.)

A. Create your own template from scratch based on your requirement.
B. Understand the import templates.
C. Adapt the import templates to your needs.
D. Download templates you can use for import.

Answer: B,C,D

Reference https://docs.oracle.com/en/cloud/saas/applications-common/r13-update17d/oafdi/importing-data-from-a-file.html#OAFDI1373086

Question: 12

Which four key attributes can you configure to reference customers in Oracle Sales Cloud? (Choose four.)

A. Reference association with Lead: In the references UI, the Lead tab displays all Leads where the reference customer was used.
B. Reference association with Opportunity: In the references UI, the Opportunity tab displays all Opportunities where the reference customer was used.
C. Collateral: Associates collateral with reference customers to give salespeople materials to help them make sales.
D. References profile: Stores and maintains the reference customer profile, which also displays some underlying party-specific attributes and lists the deals the reference has already participated in.
E. Status: Indicates whether or not the customer is an active reference.
F. Rank: Designates the internal ranking of the customer, such as 1, 2, or 3.

Answer: B,C,E,F

Referene https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159749AN1A3C5.htm

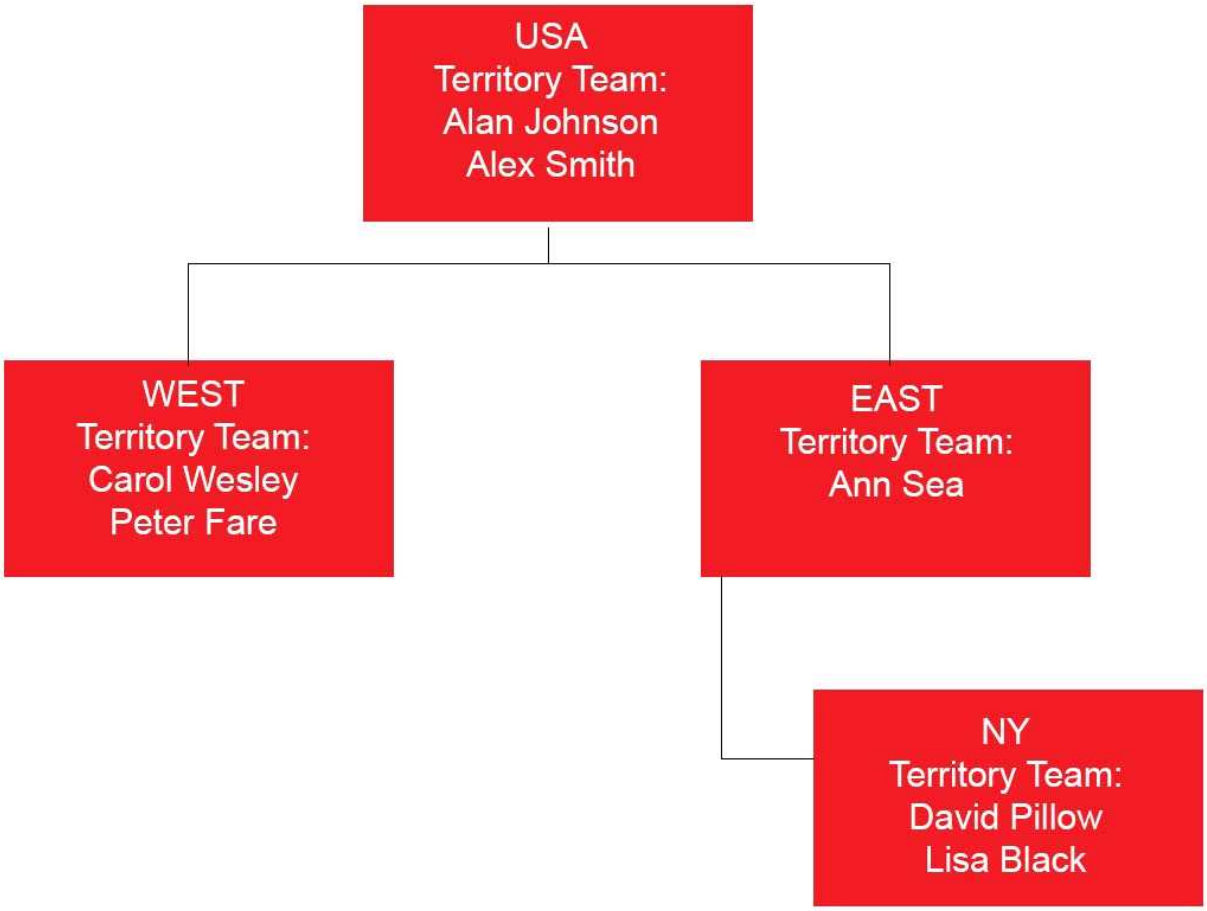
Question: 13

You are trying to upload a source file for mapping from the desktop. The Excel file is saved in Unicode text format and the resultant file is then converted into a CSV file for upload. Which of the following options from the list of File Encoding will you select during upload of file?

A. UTF-8
B. UTF-16BE
C. UTF-10
D. UTF-16

Answer: A

Question: 14



Consider the following:
An opportunity is associated with the NY Territory.
Mike Lee and Susan Brown are members of the opportunity sales team.
Mark Lake is Susan Brown's manager.
Which option shows the members of the sales team who can view the opportunity record?

A. Mike, Susan, Mark, David, Lisa, Ann, Alan, and Alex
B. Mike, Susan, David, and Lisa
C. Mike, Susan, Mark, David, Lisa, and Ann
D. Mike, Susan, David, Lisa, Ann, Carol, and Peter
E. Mike, Susan, David, Lisa, Ann, Alan, and Alex

Answer: A

Question: 15

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. Update target module for a lookup type
B. Update start date of a non-predefined code
C. Delete a lookup type
D. Insert new code to a lookup type
E. Delete predefined codes in a lookup type

Answer: B, D

Reference
https://docs.oracle.com/cloud/farel12/common/OACTS/OACTS1492790.htm#OACTS1492745

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