

Latest Version: 6.0

Question: 1

Which component uses statistical analysis to provide the estimated revenue amount while calculating the estimated adjustment metric for a forecast period?

(Choose the best answer.)

Response:

- A. Oracle BI Answers
- B. Sales Forecasting Engine
- C. Business Intelligence Server
- D. Functional Setup Manager
- E. Sales Prediction Engine

Answer: E

Question: 2

Identify three mandatory items for creating a rule set in Oracle Sales Cloud.

(Choose three.)

Response:

- A. Effective Start Date and Effective End Date
- B. Candidate Object
- C. Work Object
- D. Business Object
- E. Name

Answer: B,C,D

Question: 3

If three lines of business require different ways to segment customers, which configuration scenario should you follow?

Response:

- A. The requirement is not feasible, because Oracle Sales Cloud does not allow more than one classification per account.
- B. Adding standard auxiliary classification fields
- C. Configuring additional child objects

- D. Using hierarchical dimensions for reporting
- E. Adding additional names as necessary

Answer: B

Question: 4

Which three statements are true about Application Composer?
(Choose three.)

Response:

- A. The application objects have been consolidated from six objects to three objects.
- B. Application categorization includes common and sales.
- C. The application objects have been consolidated from six objects to two objects.
- D. The object tree in Application Composer has been reorganized to show child objects under parent objects.
- E. Application categorization includes common, sales and marketing.

Answer: B,C,D

Question: 5

A date has been scheduled for your Sales Cloud environment upgrade. Which step must be performed in order to confirm the upgrade?

Response:

- A. Enter your name and contact information. Click Submit Request.
- B. Sign in to My Services for the environment to be upgraded by specifying the data center on the Oracle Cloud Portal, and then clicking My Services.
- C. Select Schedule Maintenance from the Actions menu in the service listing on the Dashboard page, and then choose Release 12 Upgrade.
- D. Select Schedule Maintenance from the Actions menu in the service listing on the Dashboard page.
- E. Select the scheduled maintenance that you want to confirm from the list. Click Edit, and then read and accept the Terms and Conditions.
- F. Choose from an available upgrade date.

Answer: B

Question: 6

After creating custom fields for opportunities, you are ready to import legacy data into the Fusion system. Which step is necessary before the opportunity data can be imported?

(Choose the best answer.)

Response:

- A. Navigate to the task: Manage Import / Export For Custom Fields. Click the Synchronize button.
- B. Navigate to the Application Composer. Select the Enable Import / Export check box for each custom field in the Import / Export section.
- C. Navigate to the Application Composer and click the Generate button in the Import and Export section.
- D. Navigate to the Application Composer. Click the Refresh button in the Custom Objects section.
- E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Answer: B

Question: 7

Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge.

Identify the three territory dimensions that need to be used for an optimal territory definition.

(Choose three.)

Response:

- A. Geography
- B. Account
- C. Customer Size
- D. Industry
- E. Product

Answer: A,D,E

Question: 8

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

(Choose three.)

Response:

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

Answer: B,C,D

Question: 9

After defining the geography structure of a country, which three steps should be performed in order to create addresses?

Response:

- A. If you are using geography data other than Nokia, import it by using the Import option of the Manage Geographies task.
- B. Check if Nokia data is available for the required country and import the data by using the Import Nokia Data option in the Actions menu.
- C. If you are using geography data other than Nokia, import it by using the Manage File Import Activities task.
- D. For any geography data, validate the geography hierarchy data by using the Manage Geography Hierarchy option from the Actions menu in the Manage Geographies task.
- E. Configure geography validation in the Manage Geographies task to determine geography behavior during the process of address creation or update.

Answer: A,B,E

Question: 10

In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users?

(Choose the best answer.)

Response:

- A. Right-click within the Navigator panel to modify the regional UI.
- B. It is not possible to configure the Customer Tree for all users.
- C. Access an Account record and click the Manage Customer Tree action.
- D. Use the Functional Setup Manager Task of Manage Customer Tree.

Answer: A