

Latest Version: 8.0

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

Question: 11

Which statement is correct with regards to leads and opportunities?

(Choose the best answer.)

Response:

- A. You can have multiple leads associated with a single opportunity but not a single lead associated with multiple opportunities.

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

Answer: B

Question: 12

Which four elements of the Sales Methodology can you configure for each sales stage?

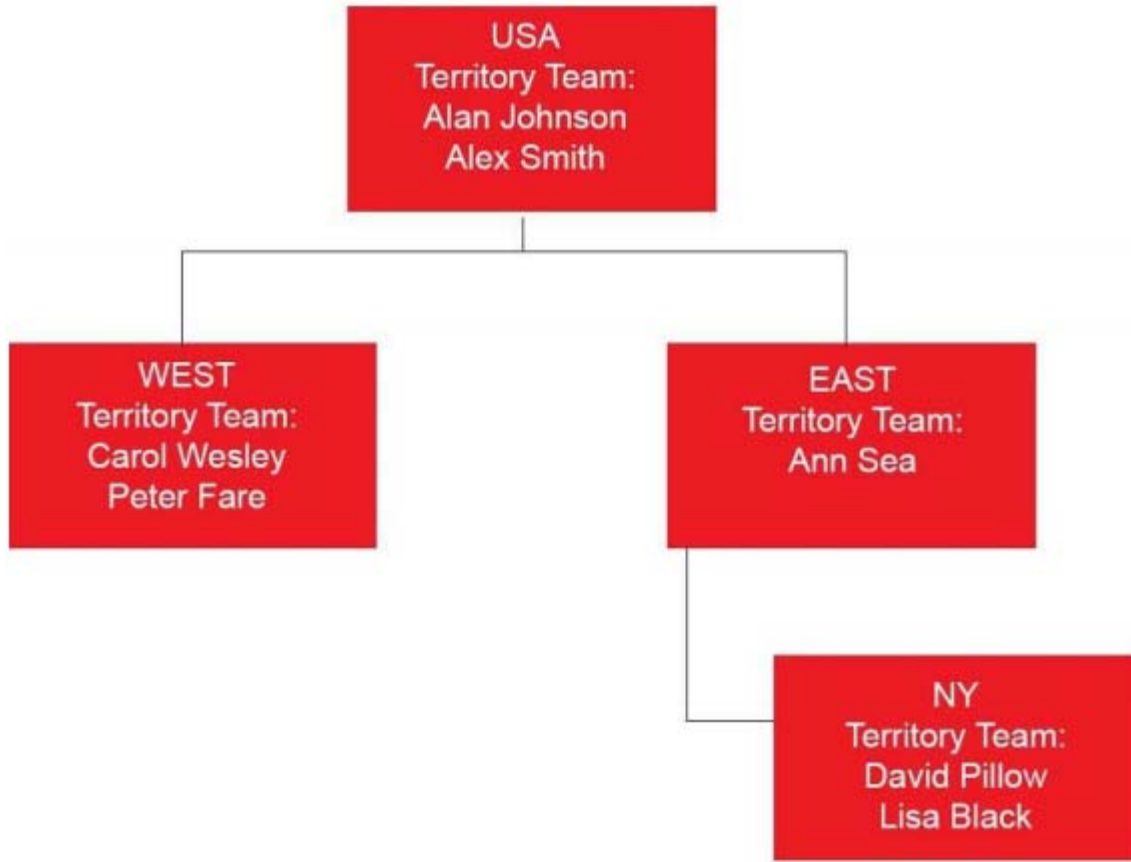
(Choose four)

Response:

- A. Assessment templates - Assessments let salespeople evaluate the health of an opportunity.
- B. Action items - These are recommended actions the salesperson should take while working on an opportunity in a specific sales stage.
- C. Recommended documents - These are documents recommended for viewing or sharing during a specific sales stage.
- D. Task templates - You can define task templates to set tasks for salespeople to perform.
- E. Revenue model - Revenue model that features revenue-based forecasting, products and product groups, as well as revenue data captured at the line level.
- F. Sales Credit - By allocating sales credit to salespeople on revenue lines, you can capture the amount of credit salespeople receive for the sale.

Answer: A,B,C,D

Question: 13



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?

Response:

- 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: 14

Which two actions occur in the application when a sandbox is published?

(Choose two.)

Response:

- A. The transactional data that is created in the active sandbox disappears.
- B. Changes made in the application are visible only for users chosen by the configurator.
- C. The application sends an email notification reaffirming the success of the sandbox publication.
- D. All other configurators' sandboxes become stale.
- E. The application shows warnings if the sandbox is outdated.

Answer: B,C

Question: 15

Which are the three configuration options available in Oracle Sales Cloud with regard to closing an opportunity?

(Choose three.)

Response:

- A. Enable the Close Opportunity action that lets users close opportunities while editing them.
- B. You must enable the Close Opportunity action, and only the users can close an opportunity by selecting a closed status and by saving the opportunity.
- C. Require users to enter a win/loss reason and a competitor when they close an opportunity.
- D. Set the default number of days to the opportunity close date.

Answer: A,B,C