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Oracle Revenue Management Cloud Service 2022 Implementation
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QUESTION 1

Which three statements describe how Revenue Management creates accounting contracts to meet the new ASC 606 / IFRS 15 revenue recognition standards?

- A. by identifying and creating one or more performance obligations for a given accounting contract
- B. by calculating Total Transaction Price for contracts
- C. by only creating contracts that are source system specific
- D. by allowing manual allocation of Total Transaction Price across performance obligations
- E. by restricting users from excluding contract lines
- F. by grouping source document lines into contracts for each identified customer

Correct Answer: CDF

QUESTION 2

Which is the correct definition of the Performance Obligation Liability on the balance sheet, replacing the Deferred Revenue liability?

- A. your invoiced goods and services less those goods and services that you have not yet delivered
- B. your debt to customers for goods and services you are obliged to deliver to them by either party acting less your right to invoice them for those goods and services once delivered
- C. Unearned Revenue
- D. your debt to customers for goods and services you are obliged to deliver to them by either party acting

Correct Answer: D

QUESTION 3

Given It is critical to capture common link values in one or more attributes on the source document lines in order to build effective Performance Obligation Identification Rules, how many User Extensible Fields does Revenue Management provide to facilitate the capture of this data?

- A. 60 User Extensible Fields
- B. 10 User Extensible Fields
- C. 90 User Extensible Fields
- D. 50 User Extensible Fields

Correct Answer: B



QUESTION 4

Oracle Revenue Management is part of _____ predefined offering.

- A. Enterprise Contracts
- B. Fusion Accounting Hub
- C. Incentive Compensation
- D. Financials

Correct Answer: D

QUESTION 5

Which two are intended uses for the Standalone Selling Price ReportDashboard?

- A. Review performance obligations by effective period.
- B. Diagnose revenue price profile.
- C. Drill down to data used to derive standalone selling prices.
- D. Monitor transaction price calculation and allocation.
- E. Analyze standalone selling prices for one or multiple effective periods.

Correct Answer: BE

Reference: <https://cloud.oracle.com/opc/saas/RevMgmt/r13/nfs/r13-revenue-nfs.pdf> (p.4)

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