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Oracle Revenue Management Cloud Service 2022 Implementation
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QUESTION 1

Which three tasks are associated with defining a Pricing Dimension Structure?

- A. Define up to 30 segments and name them.
- B. Define up to 20 segments and name them.
- C. Analyze pricing policies across products and services.
- D. Create multiple instances for a given Pricing Dimension Structure.
- E. Include user friendly prompts for each segment.
- F. Assign required segment labels to each segment.

Correct Answer: ACF

Reference: https://docs.oracle.com/cloud/farel12/financialscs_gs/FAIRP/FAIRP2288193.htm#FAIRP2010696

QUESTION 2

A corporation does not have historical Standalone Selling Prices stored in Revenue Management. Which two options are available to help the corporation establish Standalone Selling Prices?

- A. Load estimated process to table VRM_SOURCE_DOCUMENTS using SQL script.
- B. Navigate to the "Manage Standalone Selling Profiles" page and enter estimated prices manually for a given profile in the browser user interface.
- C. Navigate to the "Manage Standalone Selling Profiles" page and download spreadsheet template to enter estimated prices manually.
- D. Run the Calculate Observed Standalone Selling Prices program to derive prices.
- E. Navigate to the Revenue Management Work Area and enter estimated prices manually for a specific customer contract in the browser user interface.
- F. Use the Revenue Basis Data Import FBDI template to load unit standalone selling prices.

Correct Answer: CD

QUESTION 3

Which statement is true regarding natural accounts: Contract Liability, Contract Asset, Price Variance, and Contract Discount?

- A. These accounts are optional in Revenue Management.
- B. If nonexistent, these accounts need to be added to the chart of accounts.



- C. If nonexistent, these accounts are added automatically to the chart of accounts.
- D. These accounts are not relevant to Revenue Management.

Correct Answer: C

QUESTION 4

Which is NOT a predefined Accounting Class for Revenue Management?

- A. Contract Discount
- B. Contract Liability
- C. Contract Unearned Revenue
- D. Contract Asset

Correct Answer: C

QUESTION 5

Which method is used to allocate total transaction price across performance obligations in Revenue Management?

- A. Inverted Allocation Method
- B. Residual Allocation Method
- C. Relative Allocation Method
- D. Two Step Allocation Method
- E. Alternative Allocation Method

Correct Answer: D

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