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Oracle Procurement Cloud 2021 Implementation Essentials

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QUESTION 1

Your customer frequently orders a specific item from a selected list of suppliers. Some of the suppliers provide the item at a negotiated price, whereas other suppliers change the price throughout the year. How should you set up this item in Oracle Procurement Cloud to address both requirements?

- A. Create a Planned Purchase Order for the fixed price supplier and do not create any kind of agreement for the varied price supplier.
- B. Create a Blanket Purchase Agreement for the negotiated price supplier and a Contract Purchase Agreement for the varied price supplier.
- C. Create a Contract Purchase Agreement for the varied price supplier and do not create any kind of agreement for the fixed price supplier.
- D. Create a Contract Purchase Agreement for the fixed price supplier and a Blanket Purchase Agreement for the varied price supplier.

Correct Answer: B

QUESTION 2

Your customer wants to change the Need-by-Date of an open Purchase Order. To make this change, a Change Order is initiated by the customer and the request is now being reviewed by the supplier. What will be the status of the Purchase Order and the Change Order in the system?

- A. Purchase Order: Pending Supplier Acknowledgement; Change Order: Pending Supplier Acknowledgement
- B. Purchase Order: Open; Change Order: Pending Supplier Acknowledgement
- C. Purchase Order: Pending Supplier Acknowledgement; Change Order: Open
- D. Purchase Order: Open; Change Order: Open
- E. Purchase Order: Open; Change Order: New

Correct Answer: A

QUESTION 3

Your customer tells you that in their industry, the response document for an auction is called a 'Proposal' instead of the default Oracle term 'Bid', and that they would like to have all their negotiation documents reflect this terminology. What would you do to meet this requirement?

- A. Create a Negotiation Style
- B. Create a Negotiation Type.
- C. Customize the Descriptive Flexfield.
- D. Create a Purchasing Document Style.



E. Create a Negotiation Template.

Correct Answer: A

You can use a negotiation style to control the look of the document and the features available. A style is a good way to create a streamlined negotiation.

QUESTION 4

Identify the Procurement configuration task that has cross product integration with Supply Chain Management.

- A. Define Basic Catalog
- B. Define Supplier Configuration
- C. Manage Procurement Agents
- D. Define Corporate Procurement Cards
- E. Define Negotiation Style

Correct Answer: D

QUESTION 5

During the implementation, your customer wants to understand the key features of the two-stage Request For Quotation (RFQ) available in Oracle Sourcing Cloud. Identify three features of the two-stage RFQ. (Choose three.)

- A. Open Auctions
- B. Response Visibility Open
- C. Technical and Commercial Evaluation
- D. Two stage Evaluation
- E. Response Visibility Blind
- F. Response Visibility is always Sealed

Correct Answer: CDF

The two-stage RFQ process involves the submission by the suppliers of a technical quote and a commercial quote. The technical quotes are opened and evaluated first to determine a list of qualified suppliers, and only then are the commercial quotes of the qualified suppliers opened and evaluated. TWO STAGE RFQ Ensure impartial judgment of supplier responses in markets that require technical and commercial evaluation of proposals to be done independently. While suppliers submit their responses as a single bid package, category managers first analyze the technical merits of the proposal while the commercial aspects of the bid remain sealed. Commercial details of bids that pass the technical evaluation are disclosed in the second evaluation phase, while the details of failed bids remain sealed. Category managers enter surrogate responses on behalf of suppliers by submitting the technical terms of the proposal during the first stage of the negotiation, and only entering the commercial terms if the first stage evaluation is successful.

References:



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See What's Coming in Oracle Procurement Cloud (Release 9), page 8 https://fusionhelp.oracle.com/helpPortal/topic/TopicId_P_EDADAB5CC7CF0747E040D30A68811553

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