



# 1Z0-425<sup>Q&As</sup>

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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### QUESTION 1

Identify the three tasks that can be completed through Oracle Page Composer.

- A. Create Object Model extensions.
- B. Create custom pages.
- C. Show, hide, or move page components.
- D. Edit the font, color, or size of a page component's text.
- E. Create custom fields on predefined pages.
- F. Make a field read-only or required.

Correct Answer: BCD

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### QUESTION 2

Which two statements are true when a partner program is created?

- A. Partner will then enable the program for its partner members.
- B. The channel manager submits it for approval.
- C. Partners may apply to join the program based on the objectives and benefits.
- D. Partner performance is evaluated after the partner program is completed.

Correct Answer: AC

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### QUESTION 3

Oracle Fusion Territory management is used in an organization to assign sales accounts, leaders, and opportunities. It is also used to generate Business Intelligence reports.

Identify three territory management-related setup tasks that have to be performed by the territory administrator while configuring territories.

- A. Identify visible members.
- B. Enable dimensions and metrics.
- C. Quota
- D. Lookups
- E. Forecast

Correct Answer: ABC

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#### QUESTION 4

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.

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

Correct Answer: ABE

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#### QUESTION 5

Which three rule set types in Oracle Fusion Sales do not have the filter settings associated to them?

- A. Classification
- B. Matching Candidate with Scoring
- C. Matching Candidate
- D. Scoring
- E. Rule Action

Correct Answer: ADE

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