



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

Your company is evaluating the Oracle Fusion Sales application and has unique business requirements that require using custom objects as part of the implementation.

Which three Oracle Fusion applications support custom objects as part of the implementation?

- A. Oracle Fusion Common CRM
- B. Oracle Fusion Customer Center
- C. Oracle Fusion Sales
- D. Oracle Fusion Marketing
- E. Oracle Fusion Sales catalog

Correct Answer: BCD

QUESTION 2

What are the three types of Marketing Campaigns found in Oracle Sales Cloud?

- A. Mini, Catalog, and Sales Campaign
- B. Multi-Stage, Catalog, and Mini Campaign
- C. Channel, Multi-Stage, and Opportunity Campaign
- D. Mini, Multi-Stage, and Sales Campaign

Correct Answer: B

QUESTION 3

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



QUESTION 4

A territory manager wants to change territories and the criteria for assignment of sales representatives to leads and opportunities in Oracle Fusion Sales. During territory update, change to the dimensions, metrics, and utilization of the synchronization process have to be carried out in the _____.

- A. Productive environment
- B. Test environment
- C. Stage environment
- D. Production instance
- E. Proposal environment

Correct Answer: C

QUESTION 5

Which function is used to schedule an Analysis?

- A. Agent
- B. Report Scheduler
- C. Analysis Scheduler
- D. Schedule

Correct Answer: D

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