



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

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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### QUESTION 1

Your company has purchased Oracle Fusion Sales. You have been tasked with setting up security in the Fusion Sales application.

To follow proper security guidelines, identify two important tasks to perform after the Initial setup for security administration.

- A. Assign a dedicated IT security user with the IT Security Manager role.
- B. Assign the Super User account with the IT Security Manager role.
- C. Assign all implementation users with the Super User role.
- D. Revoke job Roles form users with the Implementation role.
- E. Revoke the IT Security Manager role from users with the implementation role.

Correct Answer: AE

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### QUESTION 2

Identify three lookup types that are required to manage Oracle Fusion Sales Lead Management?

- A. Manage Lead Status
- B. Manage Time frames
- C. Manage Resource Groups
- D. Manage Ranks
- E. Manage Resources

Correct Answer: ABD

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### QUESTION 3

Territories may be assigned to \_\_\_\_\_.

- A. The Opportunity Header level
- B. The Opportunity Line Item level
- C. Opportunity Sales Rep allocations
- D. Only Customer records
- E. Only Partner records



Correct Answer: C

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#### QUESTION 4

Identify the module in which the dimension of a sales channel and its types for territory definition are maintained.

- A. Customer Center
- B. Partner Management
- C. Trading Community
- D. Territory Management
- E. Sales Quota Management

Correct Answer: A

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#### QUESTION 5

Select the four customization visibility options that are available within Oracle Page Composer.

- A. Site
- B. Internal
- C. External
- D. Organization
- E. Job Role
- F. User ID

Correct Answer: ABCE

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