



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

For an existing lead to be used in a sales campaign, what must it contain?

- A. An Account
- B. A Product
- C. An Opportunity
- D. A Contact

Correct Answer: D

QUESTION 2

What should you do when trying to evaluate if there are any conflicts in a territory structure?

- A. Highlight the top-level territory, click Actions, and then select "View Overlaps".
- B. Click the conflict resolution button from the Enable Dimensions and metrics page.
- C. You would be required to first run the stage and promote process.
- D. You must first export the structure by clicking Actions, and then selecting "export to Excel."

Correct Answer: A

QUESTION 3

As an implementation consultant, you are asked to define a customer-specific template for all quota batch process outputs.

Which tool would you use to customize quota batch process output templates?

- A. Oracle BI Publisher
- B. Oracle Essbase Server
- C. Oracle BI Answers
- D. Oracle Reports
- E. Oracle XDK

Correct Answer: A



QUESTION 4

Oracle Fusion Sales supports automatic synchronization of in-sync interrelated attributes between Opportunity and Revenue Line. A sales manager updates the opportunity status attribute to "Won".

Which two automatic in sync updates to Revenue Line attributes will occur?

- A. In-sync Revenue Line Win Probability is unchanged.
- B. In-sync Revenue Line Win Probability is set to 100.
- C. In-sync Revenue Line Close Date is changed to current date.
- D. In-sync Revenue Line status is set to Won.
- E. In-sync Revenue Line status is unchanged.

Correct Answer: BD

QUESTION 5

Identify the two correct statements related to variance in the context of sales quota.

- A. Variance is the difference between the adjusted quota amount for the parent territory and the rolled up total amount from the child territory quotas.
- B. Variance is the difference between the predicted sales quota and actual sales quota.
- C. Variance is the difference in quota among the child quotas.
- D. Variance is the difference in parent and child quota.
- E. Variance can be spread, meaning that it gets added to the child territories.

Correct Answer: A

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