



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

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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#### QUESTION 1

Which statement is false about dynamic choice list fields?

- A. Dynamic choice list fields derive values from existing data on another object.
- B. Dynamic choice list fields establish a relationship between objects.
- C. Dynamic choice list fields are available only for standard objects.
- D. Dynamic choice list fields are based on a many-to-one relationship between objects.

Correct Answer: B

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#### QUESTION 2

OSC Party Export provides information about \_\_\_\_\_.

- A. All Organizations
- B. All Organizations and Contacts
- C. All Organizations, Contacts, and Users
- D. All Users

Correct Answer: C

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#### QUESTION 3

Identify the correct statement related to adjustment threshold in sales quote.

- A. The territory owner CANNOT allocate the adjusted territory quota to child territories
- B. The territory owner can allocate the adjusted territory quota to child territories.
- C. The territory owner can allocate the adjusted territory quota to child territories only in certain conditions.
- D. The territory owner can allocate the adjusted territory quota to child territories only in the next financial cycle.
- E. Compensation plan gets automatically updated based on adjustment threshold in sales quota.

Correct Answer: B

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#### QUESTION 4

Which statement is true about the hierarchical relationship of a sales catalog?

- A. It depends on the catalog administrator who is defining the parent ("super group") for each product group.



- B. It is based on item hierarchies, not product group hierarchies.
- C. It is developed by defining the children for each catalog Item.
- D. It may be revised by deleting a product subgroup from one product group and adding it to another.

Correct Answer: D

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#### QUESTION 5

A sales representative has been assigned to sell a new server product launched by his organization to its existing customers.

Select two activities the sales Representative can perform as part of sales prospecting in Oracle Fusion Sales.

- A. Use keyword search to identify existing customers with the old server product line.
- B. Use LinkedIn to discover more about the prospect organization contact.
- C. Use Customer Center to review the prospects\' pending service requests.
- D. Create a Sales Campaign to invite all prospects\' contacts for an upcoming road show.
- E. Create a quote for the prospect in Oracle Fusion Sales.

Correct Answer: CD

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