



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

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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### QUESTION 1

You identify three problems while testing the product and catalog structure.

1.

Images are missing from certain products.

2.

Some products are viewable when viewing a list of all products, but are not viewable when using filters.

3.

Some products should appear in multiple catalogs; for example, video games should appear in both the `children` and the `elements`, Currently each product appear in only one category.

A. Upload the correct product images to Oracle's servers.

B. Navigate to the details tab of the Product Group Administration page. Select the `Allow Duplicate` flag.

C. Navigate to the category's Filter Attributes tab and add the appropriate filter.

D. Verify that the appropriate attribute are present and associated in the item master.

E. Set the catalog as a Rollup Catalog.

F. Verify that the correct URL has been entered in the image server alternate path.

Correct Answer: ADE

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### QUESTION 2

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

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### QUESTION 3

A sales person submits a forecast and then changes an opportunity. The salesperson's manager rejects the forecast. By default, the forecast items are not synchronized with the opportunity.

Identify the action to be performed to view the updated forecast.

- A. The administrator must enable Forecast Criteria Override.
- B. Run the Due Date Check process.
- C. The administrator must extend the freeze date.
- D. Change the territory for the salesperson.
- E. Enable "Refresh from Opportunity" at the forecast level.

Correct Answer: E

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### QUESTION 4

After successfully performing a test import of customer data, you realize that you have forgotten a key field.

Which two steps can be performed to edit the import mapping information?

- A. Navigate to the task: Manage File Import Mappings. Search for the correct mapping and add the new field.
- B. Navigate to the Manage Import Activities dashboard and drill down on the hyperlink in the import activity's Name column. Add the new field.
- C. Navigate to the task: Edit customer Mappings. Search for the correct mapping and add the new Field.
- D. Navigate to the manager import Activities dashboard and drill down on the hyperlink in import mapping column. Add the new field.
- E. Navigate the manage Import Activities dashboard and drill down the hyperlink in the status column. Download the attachment in the mapping column. Edit the attachment by using a text editor. Upload the new mapping.

Correct Answer: BD

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### 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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