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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Your customer has thousands of products and would like to migrate from his legacy system to Oracle Sales Cloud. Which statement is true regarding Importing Product Groups?

- A. The import procedures are covered in the topic, Importing Product Groups.
- B. You will create only the root group in the UI and import the rest.
- C. You will create all of the subgroups (under the root group) manually in the UI.
- D. You can directly import an entire product group along with a root group.

Correct Answer: B

Reference https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/F1287486AN1365A.htm

QUESTION 2

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

- A. You would be required to first run the Stage and Promote process.
- B. Click the Conflict Resolution button from the Enable Dimensions and Metrics page.
- C. You must first export the structure by clicking Actions, and then selecting Export to Excel.
- D. Highlight the top-level territory, click Actions, and then select View Overlaps.

Correct Answer: A

QUESTION 3

Which option represents a mandatory step to be performed before applying customization sets in a production instance?

- A. checking if all customized objects are unlocked in the test instance
- B. checking if no other users are logged in to the application
- C. checking if setup data from the test instance is fully synchronized with setup data from the production instance
- D. making sure that all customized sets are disabled in the production instance
- E. unlocking the configuration sets in the production instance

Correct Answer: C

QUESTION 4



Which three features are available for Outlook configuration in Application Composer? (Choose three.)

- A. Within Application Composer, you can edit the fields and sections displayed in Outlook forms.
- B. Within Application Composer, you can configure the Outlook Toolbar Ribbon.
- C. Within Application Composer, you can customize layouts, configure data, and configure synchronization settings.
- D. Within Application Composer, you can set up record-level event validations and configure installation settings.

Correct Answer: ACD

Reference https://cloud.oracle.com/_downloads/SaaSReadiness_Sales_WhatsNew/Oracle_Sales_Cloud_Release_8_Whats_New.pdf

QUESTION 5

You are importing records that already exist in your system. However, there are minor changes in those records.

To update these records, which two key pieces of information does your file have to include? (Choose two.)

- A. Oracle Sales Cloud internal ID, or PUIDs, such as business keys or external IDs
- B. Source system table structure should be similar to Oracle Sales Cloud table structure
- C. Source system base table details
- D. Source system reference value combination

Correct Answer: AC

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