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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Which profile option needs to be enabled for the use of auxiliary dimensions in territory definition?

- A. There is no need to set any profile option
- B. Customer Type for auxiliary dimension needs to be set to Customer Type
- C. Customer Account for auxiliary dimension needs to be set to Customer Type
- D. Customer Class for auxiliary dimension needs to be set to Customer Class
- E. Classification Category for auxiliary dimension needs to be set to Classification Category

Correct Answer: E

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

Identify three functional responsibilities associated with the Channel Manager role. (Choose three.)

- A. Pursue Partner Leads and Opportunities
- B. Manage Partner Enrollment
- C. Manage Partner Accounts
- D. Manage Partner Programs
- E. Manage Sales Planning and Forecasting

Correct Answer: ACD

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109259AN5C723.htm

QUESTION 4



Which three steps should you perform to import data using the predefined templates from the File-Based Data Import tool? (Choose three.)

- A. Create your own template from scratch based on your requirement.
- B. Understand the import templates.
- C. Adapt the import templates to your needs.
- D. Download templates you can use for import.

Correct Answer: BCD

Reference <https://docs.oracle.com/en/cloud/saas/applications-common/r13-update17d/oafdi/importing-data-from-afile.html#OAFDI1373086>

QUESTION 5

Identify two activities that the Refresh Forecast process performs during a sales forecast. (Choose two.)

- A. It keeps future unfrozen forecast synchronized with the current opportunity data.
- B. It updates the latest changes to the territory hierarchy.
- C. It verifies that the opportunities are present with revenue line items, and notifies the user if the revenue line items are missing.
- D. It keeps the forecast items that no longer meet forecast criteria.
- E. It ensures that the forecasting schedule is generated and has the correct due date.

Correct Answer: AB

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm

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