



# 1Z0-970<sup>Q&As</sup>

Oracle Sales Cloud 2017 Implementation Essentials

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### QUESTION 1

After creating custom fields for opportunities, you are ready to import legacy data into the Fusion system. Which step is necessary before the opportunity data can be imported?

- A. Navigate to the Application Composer. Click the Refresh button in the Custom Objects section.
- B. Navigate to the Application Composer and click the Generate button in the Import and Export section.
- C. Navigate to the task: Manage Import/Export For Custom Fields. Click the Synchronize button.
- D. Navigate to the Application Composer. Select the Enable Import/Export check box for each custom field in the Import / Export section.
- E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Correct Answer: D

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### QUESTION 2

Which three options are mandatory procedures to consider in migration planning? (Choose three.)

- A. Lock all the configuration data in the test environment.
- B. Review all the customizations and configuration performed in the test environment.
- C. Define which data should be migrated from the test environment.
- D. Check if there are no configuration records at all in the production environment.
- E. Verify if both environments are in the same release and patch bundle.

Correct Answer: BCE

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### QUESTION 3

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

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Reference [https://docs.oracle.com/cd/E48434\\_01/fusionapps.1118/e49571/F1109255AN598D6.htm](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm)

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#### QUESTION 4

Identify two criteria that must be met for salespeople to submit their forecasts. (Choose two.)

- A. forecast past forecast due date
- B. territory freeze date past forecast due date
- C. forecast before forecast due date
- D. forecast before territory freeze day
- E. forecast past territory freeze day

Correct Answer: AB

Reference [https://docs.oracle.com/cd/E48434\\_01/fusionapps.1118/e49571/F1109255AN598D6.htm](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm)

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#### QUESTION 5

Which four elements of the Sales Methodology can you configure for each sales stage? (Choose four.)

- A. Sales Credit -By allocating sales credit to salespeople on revenue lines, you can capture the amount of credit salespeople receive for the sale.
- B. Task templates -You can define task templates to set tasks for salespeople to perform.
- C. Revenue model -Revenue model that features revenue-based forecasting, products and product groups, as well as revenue data captured at the line level.
- D. Action items -These are recommended actions the salesperson should take while working on an opportunity in a specific sales stage.
- E. Assessment templates -Assessments let salespeople evaluate the health of an opportunity.
- F. Recommended documents -These are documents recommended for viewing or sharing during a specific sales stage.

Correct Answer: BDEF

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upopportunities.html#OASAL1635581>

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