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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

When creating users in Oracle Sales Cloud, which are the four required attributes? (Choose four.)

- A. Resource Role
- B. Person Type
- C. Email Address
- D. Reporting Manager
- E. Legal Employer
- F. Business Unit

Correct Answer: ABEF

QUESTION 2

You need to manage different names for contacts, such as legal name, nick name, and so on. You try to add the field "All Names" in the Details Page Standard Layout in your Oracle Sales Cloud R12 instance. However, the Layout is read-only and you cannot edit it therefore. Why?

- A. You missed deselecting the Read-Only flag for the layout.
- B. Your Profile Options settings are wrong.
- C. Your user does not have administrator privileges.
- D. The Standard Layout cannot be modified in R12. You need to make a copy.

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 options would you configure to validate geography in the Manage Geographies task? (Choose three.)

- A. Configure rules to determine that an address is a legitimate address.
- B. Use Geography Validation Control to avoid or allow recording an incorrect address.
- C. Enable Geography Validation for every geography type that you plan to validate.
- D. Standardize the address.
- E. Enable a list of values in the geography type to allow users to select a value from the list.

Correct Answer: BCE

Reference <https://docs.oracle.com/en/cloud/saas/sales/18b/oacdm/definegeographies.html#OACDM1478836>

QUESTION 5

Which two revenue items do forecast include? (Choose two.)

- A. all items for which the Opportunity is set to close within the forecast period
- B. all items for which the forecast criteria have been met or overridden
- C. all open revenue items
- D. all open revenue and non-revenue items

Correct Answer: BC

Reference https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159746AN10086.htm

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