



1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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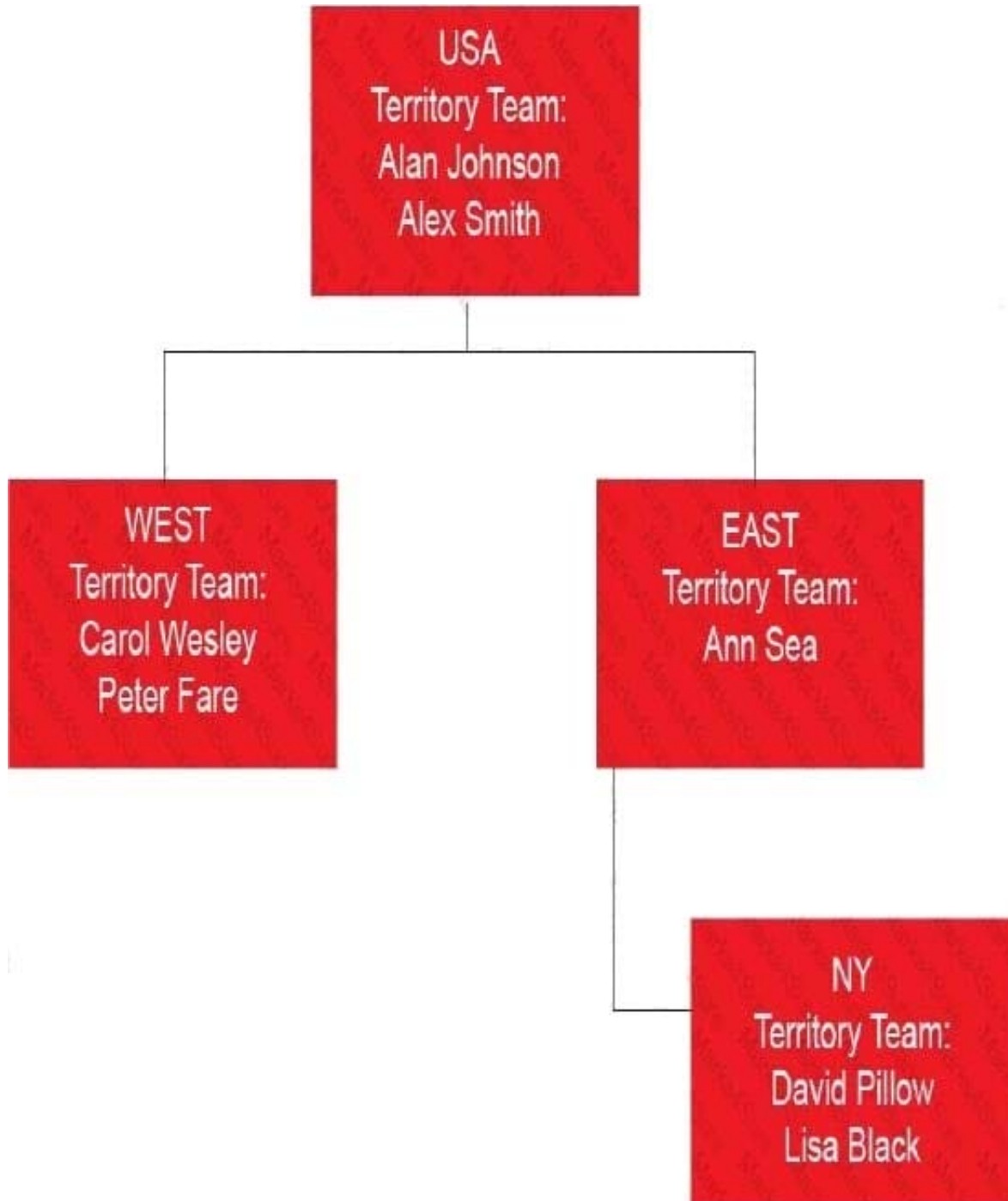
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QUESTION 1

Consider the following:



An opportunity is associated with the NY Territory.

Mike Lee and Susan Brown are members of the opportunity sales team.

Mark Lake is Susan Brown's manager.



Which option shows the members of the sales team who can view the opportunity record?

- A. Mike, Susan, Mark, David, Lisa, Ann, Alan, and Alex
- B. Mike, Susan, David, and Lisa
- C. Mike, Susan, Mark, David, Lisa, and Ann
- D. Mike, Susan, David, Lisa, Ann, Carol, and Peter
- E. Mike, Susan, David, Lisa, Ann, Alan, and Alex

Correct Answer: A

QUESTION 2

Which four options are copied when you copy an opportunity? (Choose four.)

- A. Sales credits, including recipients, amounts, and percentages
- B. Assessments, Attachments, Deal registrations
- C. Revenue information, such as quantity, unit price, revenue amount, and the like
- D. Notes, tasks, Appointments
- E. Opportunity header attributes, including standard and custom fields
- F. Schedule information and the underlying scheduled transactions

Correct Answer: ACEF

Reference <https://docs.oracle.com/en/cloud/saas/sales/18b/fastg/managingopportunities.html#FASTG14171>

QUESTION 3

You are implementing Oracle Sales Cloud in four countries and you drop down displays all currencies worldwide.

How can you display the currencies that you need for your implementation?

- A. You enable the currencies you need when you create your implementation project.
- B. You disable the currencies you do not need in Manage Currencies.
- C. You enable the currencies you need when you create the Master Geography.
- D. You set up the default currency in Manage Currency Profile Options.

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update18a/oasal/setting-up->



multiplecurrencies.html#OASAL1454444

QUESTION 4

Your customer sells cars across the United States. The customer now wants to split the East region to measure quota and manage closed opportunities in order to specialize its sales team in a Public Sector Territory and a Financial Sector.

The customer wants to add two territories to the Public Sector Territory, for example, Treasure Department and Citizen Services, and dedicate specialized sales personnel to service them. Other institutions are not to be assigned to these territories.

How would you set this up?

- A. You must use a geographic dimension to the US East region, a Car product dimension, and an included customer coverage type to define Treasure Department, and then assign sales people to this territory. Use the same steps for Citizen Services, but use an included customer coverage type to include Citizen Services.
- B. You must use a geographic dimension to the US East region, a Car product dimension, and an excluded customer coverage type to define Citizen Services and exclude Treasure Department. Then you assign sales people to this territory. Use the same steps for Treasure Department, but use an excluded coverage type to exclude Citizen Services.
- C. You must use a geographic dimension to the US East region, a Car product dimension, and an included
- D. customer coverage type to define Citizen Services, and then assign sales people to this territory. Use the same steps for Treasure Department, but use an excluded customer coverage type to exclude Citizen Services.
- E. You must use a geographic dimension to the US East region, a Car product dimension, and an included customer coverage type to define Treasure Department, and then assign sales people to this territory. Use the same steps for Citizen Services, but use an excluded customer coverage type to exclude Treasure Department.
- F. You must use a geographic dimension to the US East region, a Car product dimension, and a Treasure Department customer name dimension, and then assign sales people to this territory. Use the same steps for the Citizen Services territory.

Correct Answer: B

QUESTION 5

Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this?

- A. Employee (abstract role) provides access to the Employee Manager Resource role.
- B. Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.
- C. Employee (abstract role) provides access to all setup tasks across all products.
- D. Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oscus/sales-cloud-users-and->



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