



1Z0-970^{Q&As}

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

If three lines of business require different ways to segment customers, which configuration scenario should you follow?

- A. The requirement is not feasible, because Oracle Sales Cloud does not allow more than one classification per account.
- B. Adding standard auxiliary classification fields
- C. Configuring additional child objects
- D. Using hierarchical dimensions for reporting
- E. Adding additional names as necessary

Correct Answer: B

QUESTION 3

The sales VP wants his Sales Representatives to be able to search across all objects in Oracle Sales Cloud.

Which profile option do you need to enable?

- A. FUSION_FIELD_SEARCH_ENABLED
- B. FUSION_CUSTOM_SEARCH_ENABLE
- C. FUSION_APPS_SEARCH_DISABLED
- D. FUSION_APPS_SEARCH_ENABLED

Correct Answer: D



Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-up-search.html#OASAL1670219>

QUESTION 4

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

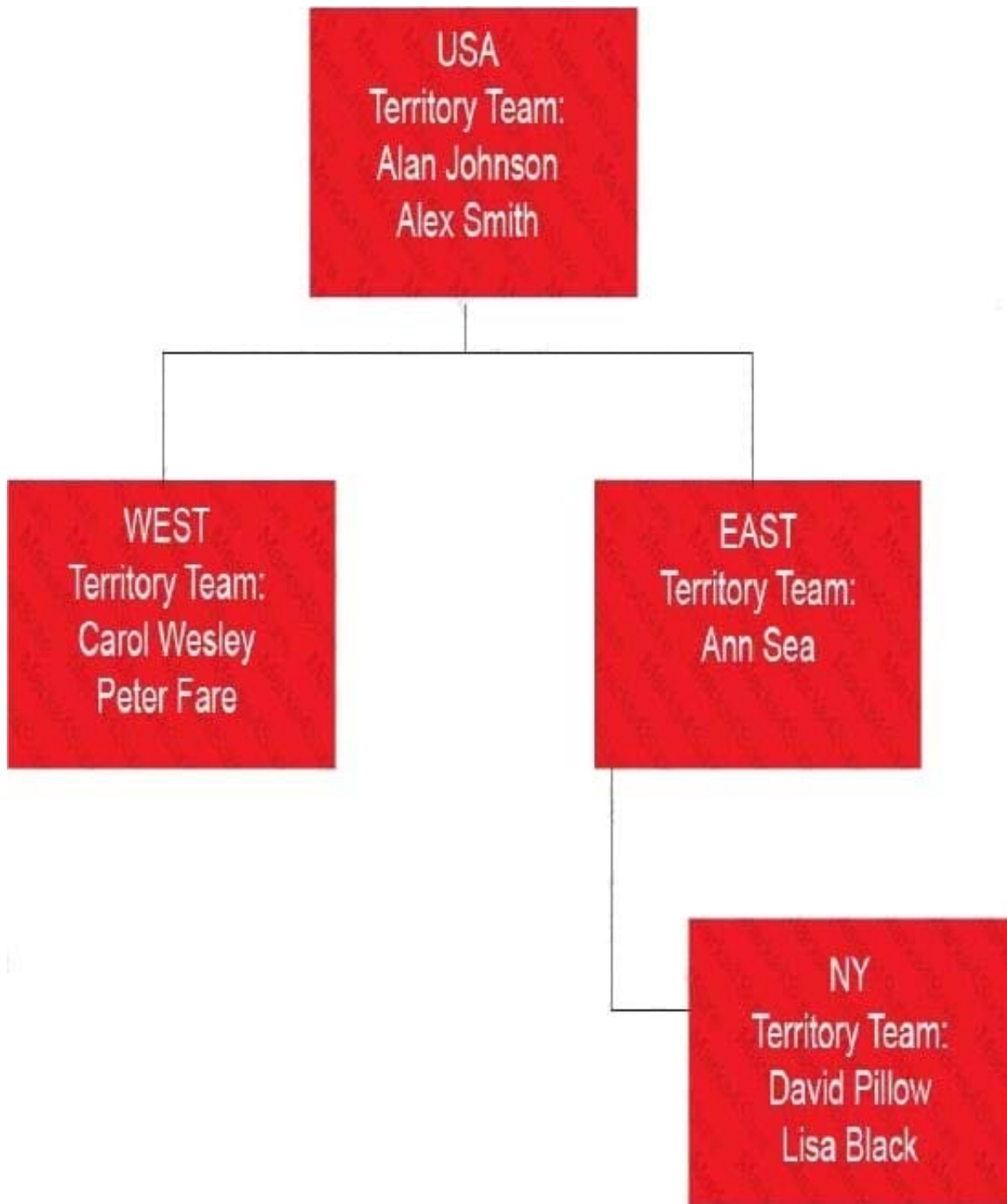
- A. Sales credits, including recipients, amounts, and percentages
- B. Assessments, Attachments, Deal registrations
- C. Revenue information, such as quantity, unit price, revenue amount, and the like
- D. Notes, tasks, Appointments
- E. Opportunity header attributes, including standard and custom fields
- 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 5

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

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