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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Which action must be performed when a Sales Catalog is imported with errors because it was assigned to an incorrect product group?

A. Inactivate the Sales Catalog version and create a new one.

B. Delete the Sales Catalog from the production environment.

C. Log out from the application and log in again.

D. Request a rollback from the application support team.

E. Access the Sales Catalog options and erase it.

Correct Answer: B

QUESTION 2

When using web services to create an Account, how will a developer structure the CreateSalesParty payload so that the provided resource is set as the owner of the sales account?

A. While creating the Account by using the CreateSalesParty services, setting the SalesAccountResource field would set the specific resource as the owner of the account.

B. While creating the Account by using the CreateSalesParty services, setting the AccountDirectorId in the SalesAccount object would set the specific resource as the owner of the account.

C. While creating the Account by using the CreateSalesParty services, setting the CreateBy field would set the specific resource as the owner of the account.

D. The logged in user is defaulted as the owner of the sales account.

Correct Answer: A

QUESTION 3

Which four key attributes can you configure to reference customers in Oracle Sales Cloud? (Choose four.)

A. Reference association with Lead: In the references UI, the Lead tab displays all Leads where the reference customer was used.

B. Reference association with Opportunity: In the references UI, the Opportunity tab displays all Opportunities where the reference customer was used.

C. Collateral: Associates collateral with reference customers to give salespeople materials to help them make sales.

D. References profile: Stores and maintains the reference customer profile, which also displays some underlying party-specific attributes and lists the deals the reference has already participated in.

E. Status: Indicates whether or not the customer is an active reference.

F. Rank: Designates the internal ranking of the customer, such as 1, 2, or 3.

Correct Answer: BCEF

Referene https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159749AN1A3C5.htm

QUESTION 4

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

QUESTION 5

Identify three mandatory items for creating a rule set in Oracle Sales Cloud. (Choose three.)

A. Name

B. Effective Start Date and Effective End Date

C. Work Object

D. Business Object

E. Candidate Object

Correct Answer: CDE

Reference https://docs.oracle.com/cloud/farel12/salescs_gs/OAMKT/ OAMKT1436010.htm#OAMKT1436010

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