



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

Oracle Sales Cloud 2017 Implementation Essentials

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### QUESTION 1

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](https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159746AN10086.htm)

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### QUESTION 2

You have created recurring revenue schedules for your opportunity products to manage your subscription sales.

Which four statements are correct with respect to recurring opportunities? (Choose four.)

- A. Create recurring schedules to occur at the frequency of your choice (such as weekly, monthly, quarterly, or annually) for product amounts and quantities.
- B. You can't adjust quantity or amounts for transactions in the schedule, or modify the schedule.
- C. Enable additional sets of standard fields of configure pre-defined extension fields for recurring transactions.
- D. Import or update recurring transactions using import or Web services.
- E. Add one-time setup or installation fees.

Correct Answer: ACDE

Reference

[http://www.oracle.com/webfolder/technetwork/tutorials/tutorial/cloud/r10/R10\\_Sales\\_RCD/R10\\_Sales\\_RCD.htm](http://www.oracle.com/webfolder/technetwork/tutorials/tutorial/cloud/r10/R10_Sales_RCD/R10_Sales_RCD.htm)

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### QUESTION 3

Your customer wants to extend his sales model for the entire country. They want to promote 12 products in all 45 states (distributed in 4 zones: North, West, East and South). The customer wants to measure the behavior of closed opportunities and their quotas in the associated territories for each product in each of the states.

How would you configure this?

- A. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + Product), and for each, create State child territories.
- B. Create a territory hierarchy with a principal territory (Country) and the first child territories (Products), and for each,



create Zone + State child territories.

C. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + State), and for each, create Product child territories.

D. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zones), and for each, create State + Product child territories.

Correct Answer: D

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#### QUESTION 4

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/fare12/salescs\\_gs/OAMKT/OAMKT1436010.htm#OAMKT1436010](https://docs.oracle.com/cloud/fare12/salescs_gs/OAMKT/OAMKT1436010.htm#OAMKT1436010)

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#### QUESTION 5

Which two updates are typically performed on a quarterly basis? (Choose two.)

- A. Oracle optional updates
- B. Infrastructure updates to the database and hardware
- C. National Language Support updates to support language packs
- D. Oracle mandatory updates
- E. Vertex updates to update U.S. and Canadian tax rates and address validations

Correct Answer: BD

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