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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Which three non-production related activities for managing the Sales Cloud implementation lifecycle are supported by the test environment? (Choose three.)

- A. Familiarization and prototyping through conference room pilots (CRPs)
- B. Contains Live data that is utilized for end users to perform day-to-day operations
- C. Development and user acceptance testing of configurations and data loading prior to going live
- D. Post Go live validation
- E. Pre-upgrade validation

Correct Answer: ACE

Reference https://cloud.oracle.com/_downloads/WhitePaper_ERP_ImplLeadPract/Oracle-ERP-CloudImplementation-Leading-Practices-white-paper.pdf (11)

QUESTION 2

Your customer has thousands of products and would like to migrate from his legacy system to Oracle Sales Cloud. Which statement is true regarding Importing Product Groups?

- A. The import procedures are covered in the topic, Importing Product Groups.
- B. You\\'ll create only the root group in the UI and import the rest.
- C. You\\'ll create all of the subgroups (under the root group) manually in the UI.
- D. You can directly import an entire product group along with a root group.

Correct Answer: B

Reference https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/F1287486AN1365A.htm

QUESTION 3

You got a requirement from your customer to customize and personalize the page title and the page layout in the application. How will you fulfill this requirement?

- A. using Business Intelligence Composer
- B. using Page Composer
- C. using Oracle SOA Composer
- D. using Application Composer
- E. using Business Process Composer



F. using User Interface Composer

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/using-page-composer-in-oracle-salescloud.html#OACEX1078554>

QUESTION 4

When a salesperson updates a revenue item in an opportunity, the unsubmitted, unadjusted forecast is automatically updated to reflect the change.

Identify the correct sequence of activities performed during this process.

- A. Create new forecast items for transactions that meet forecast criteria, and update forecast items that no longer meet the forecast criteria.
- B. Create new forecast items for transactions that meet forecast criteria, update existing forecast items, and remove forecast items that no longer meet forecast criteria.
- C. Update existing forecast items, and update forecast items that no longer meet forecast criteria.
- D. Create new forecast items for transactions that meet forecast criteria, remove existing forecast items, and update forecast items that no longer meet the forecast criteria.
- E. Create new forecast items for transactions that meet forecast criteria, and remove existing forecast items.

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upforecasting.html#OASAL149599>

QUESTION 5

The marketing analyst launched two promotions and is analyzing the responses. The source codes of several treatments are identical. What happened?

- A. This is normal behavior. Source codes are based on the Combination of campaign, stage instance, and audience.
- B. This is normal behavior. Source codes are based on the combination of stage instance, audience and treatment.
- C. Source codes are defined by the end user in the Manage Multistage Campaign task.
- D. Source codes in the Review Marketing Source Codes task were customized.

Correct Answer: A

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