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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Which is the correct navigation to set up sales prediction rules?

- A. Log in as an Administrator > Sales > Recommendations > Manage sales predication rules > Create recommendations
- B. Log in as Sales Analyst > Sales > Recommendations > Manage rules > Create recommendations
- C. Log in as Sales Analyst > Setup and Maintenance > Manage sales predication rules > Create recommendations
- D. Log in as an Administrator > Setup and Maintenance > Manage rules task > Create recommendations

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/fastg/using-sales-prediction.html>

QUESTION 2

In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users?

- A. Right-click within the Navigator panel to modify the regional UI.
- B. Access an Account record and click the Manage Customer Tree action.
- C. Use the Functional Setup Manager Task of Manage Customer Tree.
- D. It is not possible to configure the Customer Tree for all users.

Correct Answer: A

QUESTION 3

Which module maintains the industry hierarchy for territory definition?

- A. Partner Management
- B. Territory Management
- C. Trading Management
- D. Sales Quota Management

Correct Answer: B

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109252AN57E0A.htm

QUESTION 4

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

QUESTION 5

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)

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