



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

Oracle Sales Cloud 2017 Implementation Essentials

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### QUESTION 1

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

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### QUESTION 2

Which three statements are true about a competitor in Oracle Sales Cloud? (Choose three.)

- A. A competitor can be associated at both the header and the revenue line levels.
- B. A competitor can be associated with opportunities.
- C. A competitor can be associated with partners.
- D. A competitor can be associated with leads.
- E. A competitor can have a one-to-many relationship with opportunities.

Correct Answer: ABD

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### QUESTION 3

What feature in sales forecast allows salespeople to manually include or exclude a revenue item for forecast item from the sales forecast?

- A. Forecast metric
- B. Forecast Explicit Update
- C. Forecast Criteria Override
- D. Territory Re-alignment
- E. Forecast Criteria Rollup

Correct Answer: A

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**QUESTION 4**

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](https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/F1287486AN1365A.htm)

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**QUESTION 5**

OSC Party Export provides information about \_\_\_\_\_.

- A. all Organizations and Contacts
- B. all Organizations, Contacts, and Users
- C. all users
- D. all Organizations

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/customer-data-management/r13-update17d/faudm/managing-partyinformation.html#FAUDM598171>

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