



1Z0-1059^{Q&As}

Oracle Revenue Management Cloud Service 2019 Implementation Essentials

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QUESTION 1

Which three attributes are helpful in defining a Contract Identification Rule?

- A. Product Description
- B. Quote Number
- C. Delivery Address
- D. Bill To Customer
- E. Ledger
- F. Business Unit

Correct Answer: ABC

QUESTION 2

How can you access an implementation task in Functional Setup Manager. (choose 3)

- A. By navigating from the Implementation Project
- B. By navigation to an offering's functional area
- C. By navigating from the Welcome Springboard
- D. By searching

Correct Answer: ABD

QUESTION 3

65-A business entity (your client) sells a computer, monitor, keyboard, and mouse as a single package to consumers. The entity has identified that this bundle is a distinct performance obligation. How would you configure the Performance Obligation Identification Rule to ensure correct grouping of these items?

- A. By defining a grouping rule on the customer class
- B. By defining an exclusion rule to exclude customer classes that are "Retail"
- C. By defining a grouping on an extensible line attribute and ensuring that the source lines for the specified items contain the same value for that attribute
- D. By defining an item group and assigning that to the rule
- E. By defining a grouping on an extensible line attribute and ensuring that the source lines for the specified items contain different values for that attribute

Correct Answer: E



QUESTION 4

In Revenue Management the Selling Amount and Allocated Amount may be different. How does Revenue Management account for this difference?

- A. It tracks the difference in a Discount Allocation Account at the contract line level.
- B. It tracks the difference in a Write-off Allocation Account at the contract level.
- C. It tracks the difference In a Discount Allocation Account at the contract level.
- D. It Tracks the difference in a Write-Off Allocation Account at the contract line level.

Correct Answer: A

QUESTION 5

What is a contract modification?

- A. a change to the contract caused by negotiation with the customer
- B. a revision or correction to the estimate of variable consideration made at inception
- C. a change (modification) to the contract data
- D. an increase or decrease in expected collectability

Correct Answer: A

Reference: <https://docs.oracle.com/en/cloud/saas/financials/r13-update17d/fafm/manage-revenuemanagement.html#FAFRM2684195>

QUESTION 6

You define a Contract Identification Rule that uses the following source document attributes to match

transaction lines:

Bill-to Customer Party Identifier

Extensible Header Character Attribute 4

Based the data displayed: How many contracts will be created In Revenue Management?



* Business unit name	* Legal entity name	Bill-to customer reference in the source system	Extensible Header Character Attribute 2	Extensible Header Character Attribute 3	Extensible Header Character Attribute 4
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2001	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2002	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2003	QTE177003
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2004	QTE177004
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2005	QTE177004

- A. 3
- B. 1
- C. 5
- D. 0
- E. 4

Correct Answer: A

QUESTION 7

Your customer ships machines, and can recognize revenue for each machine after the machine has been delivered to a customer without waiting for complete satisfaction of an entire performance obligation. How would you configure Satisfaction Method (SM) and Satisfaction Measurement Model (SMM) in Revenue Management to recognize revenue for these performance obligations at a point in time?

- A. by setting SM to "Allow Partial" and SMM to "Quantity"
- B. by setting SM to "Requires Complete" and SMM to "Period"
- C. by setting SM to "Requires Complete" and SMM to "Quantity"
- D. by setting SM to "Requires Complete" and SMM to "Percent"
- E. by setting SM to "Allow Partial" and SMM to "Period"

Correct Answer: B

QUESTION 8

Given Revenue Management uses the Subledger Accounting engine to create journal entries from customer contracts, which is NOT a predefined Accounting Class?

- A. Contract Asset
- B. Contract Price Variance
- C. Contract Liability



- D. Contract Revenue
- E. Contract Expense
- F. Contract Clearing

Correct Answer: E

Reference: <https://docs.oracle.com/en/cloud/saas/financials/r13-update18a/fafrm/financials-cloud-usingrevenue-management.pdf>

QUESTION 9

Which three types of reference data critical to the Integration of a source system need to be synchronized between an external system and Revenue Management?

- A. Suppliers
- B. Business Units
- C. Customers
- D. Inventory items
- E. Receivables configurations
- F. Banks, branches and bank accounts

Correct Answer: BCD

QUESTION 10

A corporation uses a pricing policy that considers deal size to calculate price per unit for its products. For example:

Deal Size	Price Per Unit
Less than \$50,000	\$100.00
More than \$50,000	\$85.00

Which Price Band Segment Label would be appropriate to use in this case?

- A. Amount Band
- B. Deal Size Band
- C. Set Band
- D. Quantity Band

Correct Answer: A



QUESTION 11

What does a Variable Consideration require?

- A. an estimate of the consideration be made at inception only
- B. that the consideration be monetary
- C. an estimate of the consideration be made at Inception, and corrections of the accrual at made at each period end until revenue is recognized
- D. a disclosure be made to the shareholders

Correct Answer: A

Explanation: <https://cloud.oracle.com/opc/saas/RevMgmt/r12/wn/r12-revenue-wn.pdf> (p.15)

QUESTION 12

After defining a pricing dimension structure for a customer, you must define a pricing dimension structure instance. Which two attributes on the structure instance are inherited from the structure definition?

- A. Whether Dynamic Combination Creation Allowed is enabled
- B. The value sets
- C. The Query Required option
- D. The Displayed option
- E. The shape: Same number of segments and order

Correct Answer: BE

QUESTION 13

A Corporation has a business requirement to build a custom Revenue Management report that users could run from the Scheduled Processes page.

Which reporting tool must be used to address this business requirement?

- A. Smart View
- B. Business Intelligence Publisher
- C. Oracle Transactional Business Intelligence
- D. Reporting Studio

Correct Answer: B



QUESTION 14

Which three tasks can be performed In the Revenue Management Work Area?

- A. Edit Contract Identification Rules.
- B. Review Observed Standalone Selling Prices.
- C. Manage contracts in "Pending Review" status.
- D. Manage contracts in "Pending Allocation" status.
- E. Review Performance Satisfaction Plans.
- F. Review Revenue Price Profiles.

Correct Answer: BCD

QUESTION 15

When deciding how to set up the system to recognize revenue, it is important to understand the extent of revenue deferral and the subsequent timing of revenue recognition. Which two statements are true when you

consider that recognition depends on the nature of the contingency? (Choose two)

- A. Payment-based contingencies do not always require payment before the contingency can be removed and revenue recognized
- B. Time-based contingencies must not expire before the contingency can be removed and revenue recognized
- C. Time-based contingencies can expire, but the contingency will have to be removed manually before the revenue is recognized if payment is not due yet
- D. Pre-billing customer acceptance clauses require the recording of customer acceptance in the feeder system, or its expiration, before importing into Receivables for invoicing. Customer acceptance or its expiration must occur before the contingency can be removed and the order can be imported into Receivables for invoicing.
- E. Post-billing customer acceptance clauses must expire (implicit acceptance), or be manually accepted (explicit acceptance), before the contingency can be removed and revenue recognized.

Correct Answer: DE

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