



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

Pass Oracle 1Z0-425 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.passapply.com/1z0-425.html>

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Oracle
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





QUESTION 1

Identify the three true statements about the Cube in territory Management.

- A. It is a product of enabled dimensions.
- B. It is a product of dimension members defined for territories.
- C. It never enables the metrics information for territories.
- D. It enables the metrics information for territories.
- E. It is not a product of dimension members defined for territories.

Correct Answer: ABD

QUESTION 2

A metric that provides a revenue target associated with the expected performance of a salesperson territory for a given forecast period is known as_____.

- A. Quota metric
- B. Unforecasted Pipeline metric
- C. Closed Revenue metric
- D. Expected forecast metric
- E. Estimated Adjustment metric

Correct Answer: A

QUESTION 3

When creating users in Oracle Sales Cloud, which are the four required attributes?

- A. Person Type
- B. Reporting Manager
- C. Email Address
- D. Legal Employer
- E. Business Unit
- F. Resource Role

Correct Answer: ADE



QUESTION 4

Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge.

Identify the three territory dimensions that need to be used for an optimal territory definition.

- A. Geography
- B. Account
- C. Customer Size
- D. Industry
- E. Product

Correct Answer: ABE

QUESTION 5

In Data Quality Management, for which three entities are real-time and batch matching available?

- A. Organization
- B. Opportunity
- C. Person
- D. Lead
- E. Location

Correct Answer: ACE

QUESTION 6

After creating custom fields for opportunities, you are ready to import legacy data into the Fusion System.

Which step is necessary before the opportunity data can be imported?

- A. Navigate to the Application Composer and click the Generate button in the Import and Export section.
- B. Navigate to the Application Composer. Select the Enable Import / Export check box for each custom field in the Import / Export section.
- C. Navigate to the Application Composer. Click the Refresh button In the Custom Objects sect/on.
- D. Navigate to the task: Manage Import / Export For Custom Fields. Click the Synchronize button.



E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Correct Answer: A

QUESTION 7

A company's territory administrator has created territories in Oracle Fusion Sales to assign sales representatives to leads and opportunities, identify two options that would make these territories effective.

- A. Proposal validation returns no errors.
- B. Proposal validation returns errors.
- C. Activation Date
- D. Creation Date
- E. Proposal Date

Correct Answer: AD

QUESTION 8

A customer has Implemented Oracle Fusion sales and the sales team in the company wants to convert the qualified lead into a sales opportunity.

Identify the correct prerequisite to convert a lead into an opportunity.

- A. lead with sales account and primary product
- B. lead with sales account and assessment data
- C. lead with sales account and revenue lines
- D. lead with assessment data and primary product
- E. lead with sales account and sales methodology

Correct Answer: B

QUESTION 9

A forecast is frozen and the VP of Sales wants to extend the forecast freeze date.

What are two consequences of this decision?

- A. Submitted forecasts remain unsubmitted.
- B. Territory hierarchy cannot be changed.



- C. Any territory changes implemented after the original freeze date are now enforced.
- D. Sales reps can create new forecast items but cannot edit the previously submitted items.

Correct Answer: ACD

QUESTION 10

Which statement is true about unique classifications?

- A. A unique classification may be created in Oracle Sales Cloud and it may contain hierarchical relationships.
- B. Unique classification schemes may be created, but will not be available as a territory dimension in Oracle Sales Cloud.
- C. Oracle Sales Cloud comes with standard classifications, such as SIC and NAICS, and unique classification schemes may not be created.
- D. You must first create a lookup type (choice list) for a unique classification scheme.
- E. It is possible to create a unique classification scheme only by re-purposing one of the existing classification schemes.

Correct Answer: E

QUESTION 11

Which component uses statistical analysis to provide the estimated revenue amount while calculating the estimated adjustment metric for a forecast period?

- A. Sales Prediction Engine
- B. Functional Setup Manager
- C. Business Intelligence Server
- D. Sales Forecasting Engine
- E. Oracle BI Answers

Correct Answer: A

QUESTION 12

Territories may be assigned to _____.

- A. The Opportunity Header level
- B. The Opportunity Line Item level



C. Opportunity Sales Rep allocations

D. Only Customer records

E. Only Partner records

Correct Answer: C

[1Z0-425 PDF Dumps](#)

[1Z0-425 VCE Dumps](#)

[1Z0-425 Practice Test](#)



To Read the [Whole Q&As](#), please purchase the [Complete Version](#) from [Our website](#).

Try our product !

100% Guaranteed Success
100% Money Back Guarantee
365 Days Free Update
Instant Download After Purchase
24x7 Customer Support
Average 99.9% Success Rate
More than 800,000 Satisfied Customers Worldwide
Multi-Platform capabilities - [Windows](#), [Mac](#), [Android](#), [iPhone](#), [iPod](#), [iPad](#), [Kindle](#)

We provide exam PDF and VCE of Cisco, Microsoft, IBM, CompTIA, Oracle and other IT Certifications. You can view Vendor list of All Certification Exams offered:

<https://www.passapply.com/allproducts>

Need Help

Please provide as much detail as possible so we can best assist you.
To update a previously submitted ticket:



 <p>One Year Free Update Free update is available within One Year after your purchase. After One Year, you will get 50% discounts for updating. And we are proud to boast a 24/7 efficient Customer Support system via Email.</p>	 <p>Money Back Guarantee To ensure that you are spending on quality products, we provide 100% money back guarantee for 30 days from the date of purchase.</p>	 <p>Security & Privacy We respect customer privacy. We use McAfee's security service to provide you with utmost security for your personal information & peace of mind.</p>
---	---	--

Any charges made through this site will appear as Global Simulators Limited.
All trademarks are the property of their respective owners.
Copyright © passapply, All Rights Reserved.