1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

Pass Oracle 1Z0-970 Exam with 100% Guarantee

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

https://www.passapply.com/1z0-970.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

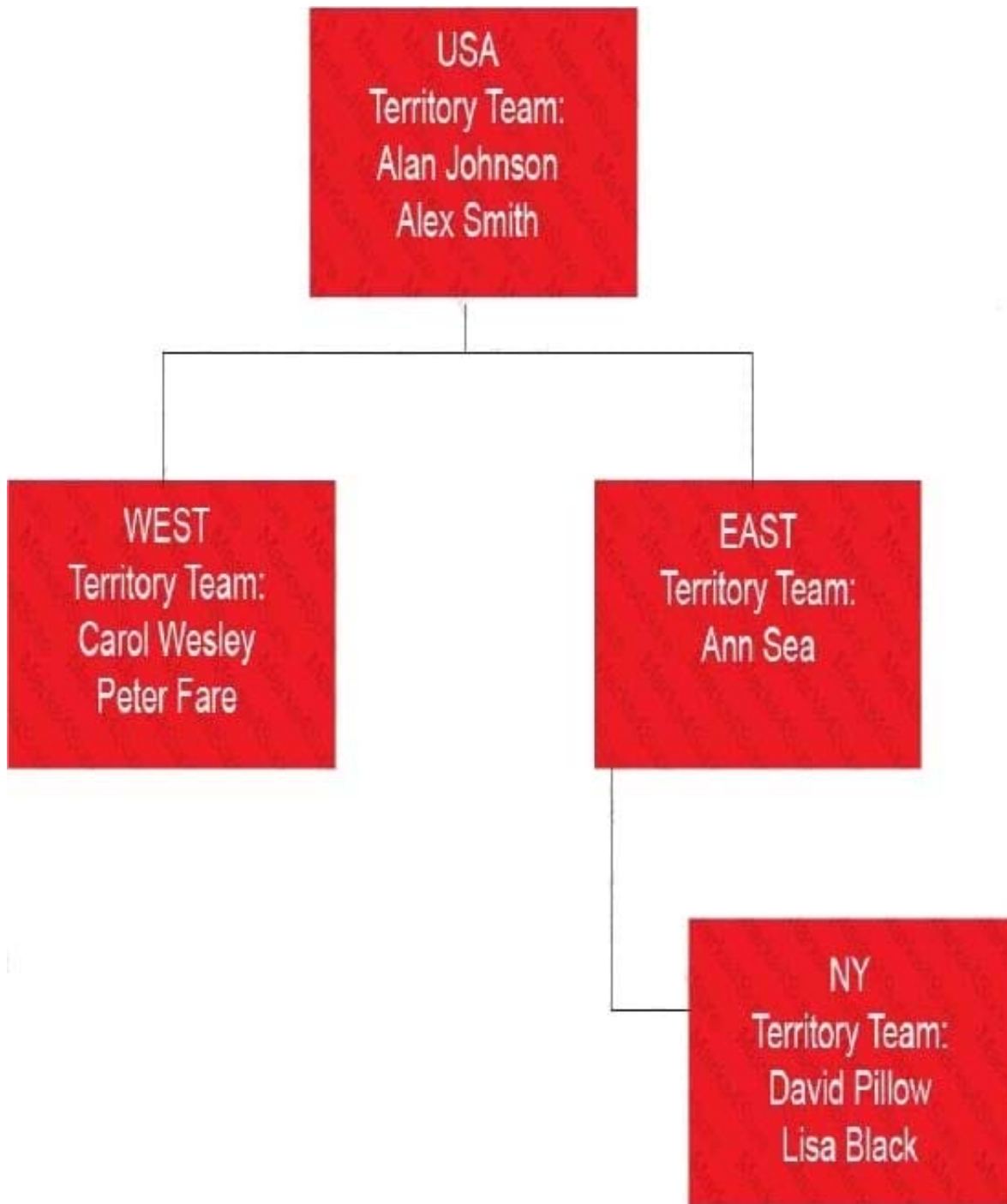**QUESTION 1**

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

QUESTION 2

Consider the following:

An opportunity is associated with the NY Territory.

Mike Lee and Susan Brown are members of the opportunity sales team.

Mark Lake is Susan Brown\\'s manager.

Which option shows the members of the sales team who can view the opportunity record?

A. Mike, Susan, Mark, David, Lisa, Ann, Alan, and Alex

B. Mike, Susan, David, and Lisa

C. Mike, Susan, Mark, David, Lisa, and Ann

D. Mike, Susan, David, Lisa, Ann, Carol, and Peter

E. Mike, Susan, David, Lisa, Ann, Alan, and Alex

Correct Answer: A

QUESTION 3

Which three options are mandatory procedures to consider in migration planning? (Choose three.)

A. Lock all the configuration data in the test environment.

B. Review all the customizations and configuration performed in the test environment.

C. Define which data should be migrated from the test environment.

D. Check if there are no configuration records at all in the production environment.

E. Verify if both environments are in the same release and patch bundle.

Correct Answer: BCE

QUESTION 4

Your customer wants to extend his sales model for the entire country. They want to promote 12 products in all 45 states (distributed in 4 zones: North, West, East and South). The customer wants to measure the behavior of closed opportunities and their quotas in the associated territories for each product in each of the states.

How would you configure this?

A. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + Product), and for each, create State child territories.

B. Create a territory hierarchy with a principal territory (Country) and the first child territories (Products), and for each, create Zone + State child territories.

C. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + State), and for each, create Product child territories.

D. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zones), and for each, create State + Product child territories.

Correct Answer: D

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

QUESTION 6

Which option represents a mandatory step to be performed before applying customization sets in a production instance?

A. checking if all customized objects are unlocked in the test instance

B. checking if no other users are logged in to the application

C. checking if setup data from the test instance is fully synchronized with setup data from the production instance

D. making sure that all customized sets are disabled in the production instance

E. unlocking the configuration sets in the production instance

Correct Answer: C

QUESTION 7

You are importing records that already exist in your system. However, there are minor changes in those records.

To update these records, which two key pieces of information does your file have to include? (Choose two.)

A. Oracle Sales Cloud internal ID, or PUIDs, such as business keys or external IDs

B. Source system table structure should be similar to Oracle Sales Cloud table structure

C. Source system base table details

D. Source system reference value combination

Correct Answer: AC

QUESTION 8

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

QUESTION 9

You need to define the customer hub configuration task to customize party tree for a household. Which option should you use?

A. Manage group party tree

B. Manage organization party tree

C. Manage customer hub profile options

D. Manage person party tree

Correct Answer: A

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacdm/define-customer-hubconfiguration.html#OACDM1010578

QUESTION 10

Which two updates are typically performed on a quarterly basis? (Choose two.)

A. Oracle optional updates

B. Infrastructure updates to the database and hardware

C. National Language Support updates to support language packs

D. Oracle mandatory updates

E. Vertex updates to update U.S. and Canadian tax rates and address validations

Correct Answer: BD

QUESTION 11

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 12

Which two options should you check for before importing product groups by using File-Based Import? (Choose two.)

A. whether all the required data values are configured and imported in the production instance

B. whether all the products related to the products groups to be imported already exist in the production instance

C. whether the Sales Cloud was customized to capture additional attributes and whether the customization has already been migrated

D. whether all the product groups that are to be imported already exist in the production instance

Correct Answer: AC

QUESTION 13

After defining the geography structure of a country, which three steps should be performed in order to create addresses?

A. If you are using geography data other than Nokia, import it by using the Import option of the Manage Geographies task.

B. Check if Nokia data is available for the required country and import the data by using the Import Nokia Data option in the Actions menu.

C. If you are using geography data other than Nokia, import it by using the Manage File Import Activities task.

D. For any geography data, validate the geography hierarchy data by using the Manage Geography Hierarchy option from the Actions menu in the Manage Geographies task.

E. Configure geography validation in the Manage Geographies task to determine geography behavior during the process of address creation or update.

Correct Answer: ABE

Reference https://docs.oracle.com/en/cloud/saas/customer-data-management/r13-update17d/faudm/importinggeographies.html#FAUDM889714

QUESTION 14

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. Click the Refresh button in the Custom Objects section.

B. Navigate to the Application Composer and click the Generate button in the Import and Export section.

C. Navigate to the task: Manage Import/Export For Custom Fields. Click the Synchronize button.

D. Navigate to the Application Composer. Select the Enable Import/Export check box for each custom field in the Import / Export section.

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

Correct Answer: D

QUESTION 15

You have created your product group hierarchy, either directly in the UI or through file-based import. Now you want to publish, enable, and validate it.

Which three statements are correct? (Choose three.)

A. When you publish, the application will attempt to publish all product groups that are unlocked. If you don\\'t want some groups to be published, then you must lock them.

B. Enable the catalog by assigning the root node to the "Base" usage.

C. You must publish the root node of the hierarchy in order for it to be available in the Manage Product Group Usage.

D. After you publish your product groups, if they are not published properly, you can delete them and republish.

E. Validate that the catalog appears in the consuming applications.

Correct Answer: ABC

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-up-salescatalogs.html#OASAL27721