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Guarantee

Vendor: Oracle

Exam Code: 1Z0-425

Exam Name: Oracle Fusion CRM: Sales 2014
Implementation Essentials

Version: Demo

QUESTION 1

Your company has been working with fusion in development for some time, and has decided to move production. After configuration part of the production setup data, your supervisor decides to import the setup data from development. Because separate teams were working on development and production, not all of the configuration.

1. Industry is configuration in development and production.
2. Tax Regime is configuration in production and development.
3. Territories are configured in both development and production, but they were configured differently.

Based on this scenario, identify the three things that will happen when the development setup data is imported to production.

- A. Industry in production will remain unchanged.
- B. Industry In production will be updated with values from development.
- C. Tax in production will remain unchanged.
- D. Tax In production will be deleted.
- E. Territory will be synchronized between development and production.
- F. Territory in production will be updated with the values from development.
- G. Territory in production will remain unchanged.

Correct Answer: BCE

QUESTION 2

Which two search profile options can be configured to change the default Search criteria?

- A. Opportunity Search Close Period Default
- B. Opportunity Sales Stage
- C. Close Date Range Maximum Value
- D. Opportunity Sales Credit Enabled

Correct Answer: BD

QUESTION 3

After adding a new product to a catalog, the product does not appear within the catalog.

Identify the three actions you should take to resolve the problem.

- A. Verify the product's life-cycle phase and see if the start and end dates are correct.
- B. Check that the product is listed in the correct catalog.
- C. Verify that the catalog is set as a Rollup Catalog.
- D. Verify that the catalog is not a Template Catalog.
- E. Verify that the catalog edits have been published.
- F. Verify that the catalog contains at least one promotion template for the new product.

Correct Answer: ABE

QUESTION 4

Identify the module in which the dimension of a sales channel and its types for territory definition are maintained.

- A. Customer Center
- B. Partner Management
- C. Trading Community
- D. Territory Management
- E. Sales Quota Management

Correct Answer: A

QUESTION 5

A customer has deployed opportunity management and wants to use Assessment templates to follow up on specific opportunities.

Identify three true statements about assessment templates.

- A. A question group is a logical grouping of questions.
- B. A free form response will have an impact on the overall assessment score
- C. Assessment templates with Retired status are available for lead follow ups.
- D. All of the question weights within a template must total to exactly 100.
- E. Task templates can be assigned to Assessment templates for follow-up activities.

Correct Answer: ADE

QUESTION 6

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

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

Correct Answer: A

QUESTION 7

Which statement is true if a user has not configured the close Window field in the sales methodology?

- A. The opportunity close date is defaulted with the value of the Opportunity Effective end date profile option.
- B. The opportunity close date is defaulted with sys date.
- C. The opportunity close date is defaulted with the value of the opportunity close date default profile option.
- D. The opportunity close date is defaulted with the value of the opportunity freeze date default profile option.
- E. The opportunity close date is defaulted with the value of the opportunity freeze date default profile option.

Correct Answer: C

QUESTION 8

Which two statements are true when a partner program is created?

- A. Partner will then enable the program for its partner members.
- B. The channel manager submits it for approval.
- C. Partners may apply to join the program based on the objectives and benefits.
- D. Partner performance is evaluated after the partner program is completed.

Correct Answer: AC

QUESTION 9

A customer has developed the Oracle sales lead module for their lead management activities. The customer wants to use assessment templates to follow up on qualified leads to gather additional information from customers/prospects, and to provide consistent guidance to sales resources to move the

leads further along the sales cycle.

What are the three points to be considered while creating the assessment templates?

- A. Ratings
- B. Responses and interactions
- C. Questions, question groups and weightages
- D. Sales methodology
- E. Task templates

Correct Answer: ACE

QUESTION 10

Which profile option needs to be enabled for the use of auxiliary dimensions in territory definition?

- A. Classification category for auxiliary dimension needs to be set to classification category.
- B. Customer class for auxiliary dimension needs to be set to customer class.
- C. Customer type for auxiliary dimension needs to be set to customer type.
- D. Customer account for auxiliary dimension needs to be set to customer type.
- E. There is no need to set any profile option.

Correct Answer: A

QUESTION 11

Identify the set with five major Role-Based Access Control (RBAC) types in Oracle Sales Cloud.

- A. job roles, duties, privileges, functional security, and data security
- B. job roles, resources, privileges, functional security, and data security
- C. job roles, duties, role hierarchies, privileges, and functional security
- D. resource hierarchy, job roles, resources, data security, and functional security

Correct Answer: C

QUESTION 12

When is the default field value or expression set for a field?

- A. On updating a record
- B. On deleting a record
- C. On creating a new record
- D. On importing data by using file import

Correct Answer: B

QUESTION 13

Why are organization size, Industry, and classifications significant on an account?

- A. They are factors in determining a customer rating.
- B. They are Territory dimensions and can be used for assigning accounts.
- C. They are factors in determining if a customer is a prospect or a sales account.
- D. These three attributes set the account profile.

Correct Answer: D

QUESTION 14

In the territory management module, dimension parameters are used to refine the definition of each dimension so that it meets business requirements. Which two dimensions use parameters to control the number of visible levels in the dimensional hierarchy?

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

Correct Answer: AB

QUESTION 15

You have created a few custom fields on the opportunity object in application composer but you do not see them on the import mapping screen. why?

- A. The custom fields for opportunity are available under a different object called opportunityExtn.
- B. You have published your sandbox.
- C. You have not generated the artifacts.
- D. You have not used the customization migration function.

Correct Answer: B

QUESTION 16

How are the default forecasting options set?

- A. Quarterly forecast, 3 periods within the Quarter, Freeze date: 5 days after the start of the forecast periods, criteria override, and closed revenue metrics
- B. Quarterly Forecast, 3 periods within the Quarter, and Freeze date: 5 days after the starts of the forecast periods and 30 days before the forecast due date
- C. Monthly forecast, 3 periods within the quarter, Freeze date: 5 days after the start of the forecast periods, and criteria override
- D. There are no Default Forecasting options

Correct Answer: C

QUESTION 17

The customization level is set to extensible on a lookup type. Identify two actions that can be done on a lookup type during implementation.

- A. Delete predefined codes in a lookup type.
- B. Insert new code to a lookup type.
- C. Update target module for a lookup type.
- D. Delete a lookup type.
- E. Update start date of a non-predefined code.

Correct Answer: BE

QUESTION 18

What should you do when trying to evaluate if there are any conflicts in a territory structure?

- A. Highlight the top-level territory, click Actions, and then select "View Overlaps".
- B. Lick the conflict resolution button from the Enable Dimensions and metrics page.
- C. You would be required to first run the stage and promote process.
- D. You must first export the structure by clicking Actions, and then selecting "export to Excel."

Correct Answer: A

QUESTION 19

Identify the true statement regarding revenue line items and forecasts.

- A. A revenue line items with multiple sales credits is visible across multiple forecasts.
- B. A revenue line items with no sales credits is visible across multiple forecasts.
- C. Revenue line items cannot be associated with forecasts.
- D. Every revenue line items is visible under multiple forecasts.
- E. A revenue line item's distant close date is not used to determine the future forecast schedule.

Correct Answer: A

QUESTION 20

Identify the correct statement related to adjustment threshold in sales quote.

- A. The territory owner CANNOT allocate the adjusted territory quota to child territories
- B. The territory owner can allocate the adjusted territory quota to child territories.
- C. The territory owner can allocate the adjusted territory quota to child territories only in certain conditions.
- D. The territory owner can allocate the adjusted territory quota to child territories only in the next financial cycle.
- E. Compensation plan gets automatically updated based on adjustment threshold in sales quota.

Correct Answer: B

QUESTION 21

A college runs an export job. Which statement is true?

- A. The college can download the export file.
- B. You are able to download the colleague's export file.
- C. You are able to view the colleague's export file but cannot download it.
- D. Both can view each other's export files.

Correct Answer: C

QUESTION 22

Which FSM task is used to run imports in Oracle Sales Cloud?

- A. Run File Imports
- B. Manage File Importing
- C. Schedule File Import Activities
- D. Manage File Import Activities

Correct Answer: B

QUESTION 23

Which statement is true about the configuration performed For Enterprise pages?

- A. It is also reflected on the Simplified UI pages.
- B. It is also reflected on the OSC Mobile pages.
- C. It is also reflected on the OSC for Outlook pages.
- D. It is applied only to the Desktop UI pages.

Correct Answer: C

QUESTION 24

Which three roles must you always provision to your sales users?

- A. Abstract "Resource" role
- B. IT Security role
- C. Abstract "Employee" or "Contingent Worker" role

- D. Application Implementation role
- E. A job role that corresponds to the resource role: Sales Manager, Sales person

Correct Answer: ACE

QUESTION 25

For an existing lead to be used in a sales campaign, what must it contain?

- A. An Account
- B. A Product
- C. An Opportunity
- D. A Contact

Correct Answer: D

QUESTION 26

Identify the customization level that does not allow edits to tag on a standard lookup type.

- A. User
- B. System
- C. User, System, and Extensible
- D. User and System
- E. Extensible

Correct Answer: C

QUESTION 27

What is the purpose of Interaction records?

- A. To capture communication with a customer
- B. To capture detailed notes about a customer
- C. To capture upcoming appointments with a customer
- D. To capture follow-up items with a customer
- E. To escalate internal resource collaboration issues

Correct Answer: A

QUESTION 28

Which statement is true about the hierarchical relationship of a sales catalog?

- A. It depends on the catalog administrator who is defining the parent ("super group") for each product group.
- B. It is based on item hierarchies, not product group hierarchies.
- C. It is developed by defining the children for each catalog Item.
- D. It may be revised by deleting a product subgroup from one product group and adding it to another.

Correct Answer: D

QUESTION 29

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

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