

1Z0-1059-20^{Q&As}

Oracle Revenue Management Cloud Service 2020 Implementation Essentials

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QUESTION 1

Given your organization\\'s Interactions with one of Its customers	:
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1.

A consultant is deployed to assist customer on 10-Sep-2017.

2.

A Sales order is booked on 14-Sep-2017.

3.

The Product is shipped on 15-Sep-2017.

4.

An Invoice is issued on 20-Sep-2017.

When do you accrue the contract liability?

A. when the consultant is deployed to assist customer on 10-Sep-2017

B. when the product is shipped on 15-Sep-2017

C. when the sales order Is booked on 14-Sep-2017

D. when an invoice is issued on 20-Sep-2017

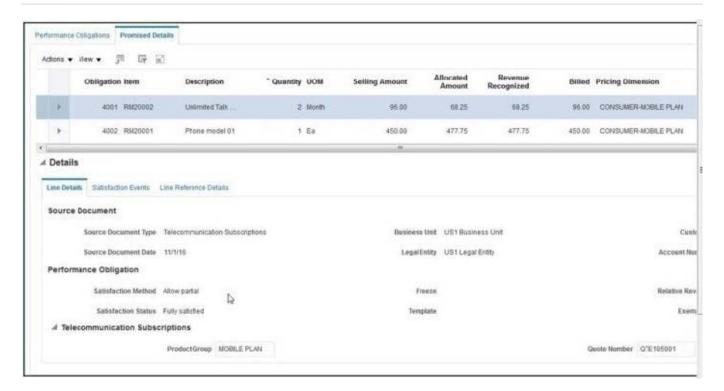
Correct Answer: A

QUESTION 2

The contract Promised Details tabs includes Selling Amount, Allocated Amount, Revenue Recognized, and Bill......

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What is the difference between Selling Amount and Allocated Amount?

A. The Selling Amount is calculated based on Standalone Selling Prices and is used for the Revenue Recognition amount. The Allocated Amount is based on the source document sales lines amounts and is ultimately used to tie back to your source document upload.

- B. The Selling Amount is calculated based on the source document sales lines amounts and is used to tie back to your source document upload. The Allocated Amount is based on Standalone Selling Price and is ultimately used for the Revenue Recognition amount.
- C. The Selling Amount is calculated based on Standalone Selling Prices and is used to tie back to your SSP upload or calculation. The Allocated Amount is based on the Billed amount and is ultimately used for the Revenue Recognition amount.
- D. The Selling Amount is calculated based on the source document sales lines amount and is used for the Revenue Recognition amount. The Allocated Amount is based on the Billed Amount and Is used to tie back to your Billing source document upload.

Correct Answer: B

QUESTION 3

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"



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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 4

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 5

A corporation does not have reliable historical Standalone Selling Prices stored In Its source systems. What option is available to help the corporation in this scenario?

A. Navigate to the "Manage Revenue Price Profiles" page and enter estimated prices manually in the browser user interface.

- B. Load estimated prices to table VRM_SOURCE_DOCUMENTS using SQL script.
- C. Navigate to the "Manage Revenue Price Profiles" page and download spreadsheet template to enter estimated prices manually.
- D. Run the Calculate Observed Standalone Selling Prices program to derive prices.

Correct Answer: D

https://docs.oracle.com/cloud/farel12/financialscs_gs/OEDMF/VRM_CUSTOMER_CONTR ACT_HEADERS_tbl.htm

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