1Z0-425 ^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

Identify three product-specific prerequisite tasks that are required to set up a Partner Program.

A. Manage Locations.

B. Set up Partner Tree.

C. Manage Inventory Organizations and Item Organizations.

D. Set up Unit of Measure (UOM).

E. Set up Partner Status.

Correct Answer: CDE

QUESTION 2

A company is implementing the Oracle Fusion territory Management application. Identify three duty roles related to territory management, which have to be assigned to administrators and users to access the application.

A. Territory Management Enterprise Administration duty role

B. Territory Management Enterprise duty role

C. Territory Management Administration duty role

D. Territory Management Setup duty role E. Territory Management User duty role

Correct Answer: BCE

QUESTION 3

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 4

Identify the three tasks that can be completed through Oracle Page Composer.

A. Create Object Model extensions.

B. Create custom pages.

C. Show, hide, or move page components.

D. Edit the font, color, or size of a page component\\'s text.

E. Create custom fields on predefined pages.

F. Make a field read-only or required.

Correct Answer: BCD

QUESTION 5

Which two revenue items do forecasts include?

A. All open revenue items

B. All open revenue and non-revenue items

C. All Items for which the forecast criteria have been met or overridden

D. All items for which the Opportunity is set to close within the forecast period

Correct Answer: BC

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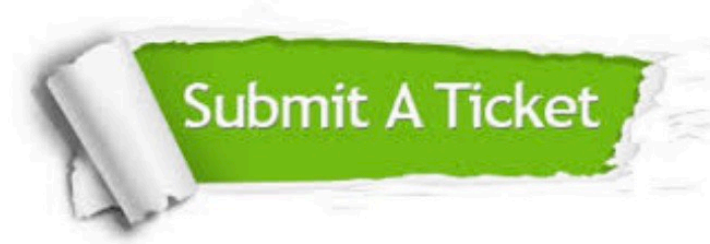Multi-Platform capabilities - Windows, Mac, Android, iPhone, iPod, iPad, Kindle

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