



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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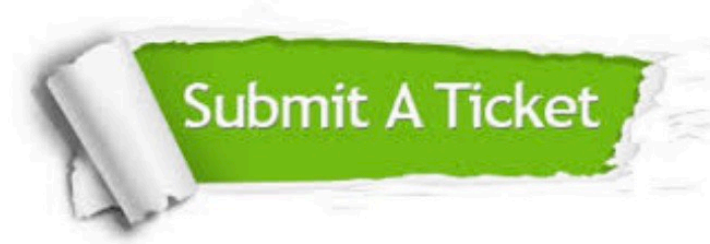
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