



# 1Z0-425<sup>Q&As</sup>

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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**QUESTION 1**

The design team would like to make changes to the Sales dashboard for the sales VP in Oracle Fusion Sales.

What is the navigation path to make the changes?

- A. Oracle Composer > Sales Dashboard > Customize Home Pages > Sales VP
- B. Sales Dashboard > Administration > Customize Home Pages > Job Role
- C. Administration > Oracle Composer > Personalization > Sales Account Region
- D. Sales Dashboard > Personalization > Customization Manager > Job Role
- E. Sales Dashboard > Administration > Customization Manager > Sales VP

Correct Answer: E

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**QUESTION 2**

Your company is evaluating the Oracle Fusion Sales application and has unique business requirements that require using custom objects as part of the implementation.

Which three Oracle Fusion applications support custom objects as part of the implementation?

- A. Oracle Fusion Common CRM
- B. Oracle Fusion Customer Center
- C. Oracle Fusion Sales
- D. Oracle Fusion Marketing
- E. Oracle Fusion Sales catalog

Correct Answer: BCD

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**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

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#### QUESTION 4

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

Correct Answer: C

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#### QUESTION 5

Which three features are available for Outlook configuration in Application Composer?

- A. A majority of Outlook customizations can be completed directly in Application Composer.
- B. Application Composer for Outlook supports dynamic layouts.
- C. Within Application Composer, you can customize layouts, configure data, and configure synchronization settings.
- D. Within Application Composer, you can set up record-level event validations and configure installation settings.
- E. The Outlook customization that were completed before release 8 migrate to Application Composer automatically.

Correct Answer: BDE

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