



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

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 2

Which tool will a developer use to alter security for an existing job role on a custom object?

- A. Oracle Identity Manager
- B. Oracle Authorization Policy Manager
- C. Functional Setup Manager
- D. Oracle Application Composer

Correct Answer: C

QUESTION 3

Which tool within Oracle Fusion CRM enables business analysts and administrators to customize and extend Oracle Fusion CRM applications, reports, and analytics changes directly from the Fusion CRM application?

- A. Oracle Composer
- B. Oracle Application Composer
- C. Setup and Maintenance
- D. Reports and Analytics
- E. Customization Manager

Correct Answer: B

QUESTION 4

A Template administrator is creating a new assessment template for capturing assessment data of the sales lead.



Identify the three out of the box template types available in Oracle Fusion CRM.

- A. Lead
- B. Opportunity
- C. Opportunity Revenue Line
- D. Customer
- E. Product

Correct Answer: ABD

QUESTION 5

Identify the attributes that need to be defined while configuring sales stage in a sales methodology.

- A. Phase, Order, Duration mid Stalled Deal Limit.
- B. Phase, Order, Duration and Opportunity Status
- C. Phase, Win probability Range, Opportunity Status
- D. Phase, Order, Win Probability Range, Duration and Stalled Deal Limit
- E. Status, Order, Win Probability Range\ Duration and Stalled Deal

Correct Answer: A

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