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Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

Which statement is true about unique classifications?

A. A unique classification may be created in Oracle Sales Cloud and it may contain hierarchical relationships.

B. Unique classification schemes may be created, but will not be available as a territory dimension In Oracle Sales Cloud.

C. Oracle Sales Cloud comes with standard classifications, such as SIC and NAICS, and unique classification schemes may not be created.

D. You must first create a lookup type (choice list) for a unique classification scheme.

E. It is possible to create a unique classification scheme only by re-purposing one of the existing classification schemes.

Correct Answer: E

QUESTION 2

Which three rule set types in Oracle Fusion Sales do not have the filter settings associated to them?

A. Classification

B. Matching Candidate with Scoring

C. Matching Candidate

D. Scoring

E. Rule Action

Correct Answer: ADE

QUESTION 3

A sales manager has create a lead and assigned the lead to sales resources. The manager wants to allow resources to view and update the data on the lead, excluding lead owner-and team membership-related details.

Identify the privilege option to restrict the resource from updating the lead owner and team membership details.

A. resource with Admin access

B. resource with Full access

C. resource with Append access

D. resource with Edit access

E. resource with Read-Only access

Correct Answer: D

QUESTION 4

What should you do when trying to evaluate if there are any conflicts in a territory structure?

A. Highlight the top-level territory, click Actions, and then select "View Overlaps".

B. Lick the conflict resolution button from the Enable Dimensions and metrics page.

C. You would be required to first run the stage and promote process.

D. You must first export the structure by clicking Actions, and then selecting "export to Excel."

Correct Answer: A

QUESTION 5

A customer has developed the Oracle sales lead module for their lead management activities. The customer wants to use assessment templates to follow up on qualified leads to gather additional information from customers/prospects, and to provide consistent guidance to sales resources to move the leads further along the sales cycle.

What are the three points to be considered while creating the assessment templates?

A. Ratings

B. Responses and interactions

C. Questions, question groups and weightages

D. Sales methodology

E. Task templates

Correct Answer: ACE

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