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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Your customer wants to extend his sales model for the entire country. They want to promote 12 products in all 45 states (distributed in 4 zones: North, West, East and South). The customer wants to measure the behavior of closed opportunities and their quotas in the associated territories for each product in each of the states.

How would you configure this?

A. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + Product), and for each, create State child territories.

B. Create a territory hierarchy with a principal territory (Country) and the first child territories (Products), and for each, create Zone + State child territories.

C. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + State), and for each, create Product child territories.

D. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zones), and for each, create State + Product child territories.

Correct Answer: D

QUESTION 2

Identify two criteria that must be met for salespeople to submit their forecasts. (Choose two.)

A. forecast past forecast due date

B. territory freeze date past forecast due date

C. forecast before forecast due date

D. forecast before territory freeze day

E. forecast past territory freeze day

Correct Answer: AB

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm

QUESTION 3

Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge.

Identify three territory dimensions that need to be used for an optimal territory definition. (Choose three.)

A. Geography

B. Product

C. Industry

D. Account

E. Customer Size

Correct Answer: ABC

Reference https://cloud.oracle.com/opc/saas/datasheets/oracle-sales-cloud-territory-management-ds.pdf

QUESTION 4

Which two actions occur in the application when a sandbox is published? (Choose two.)

A. The transactional data that is created in the active sandbox disappears.

B. The application sends an email notification reaffirming the success of the sandbox publication.

C. All other configurators\\' sandboxes become stale.

D. Changes made in the application are visible only for users chosen by the configurator.

E. The application shows warnings if the sandbox is outdated.

Correct Answer: BD

QUESTION 5

In Data Quality Management, for which three entities are real-time and batch matching available? (Choose three.)

A. Opportunity

B. Location

C. Person

D. Organization

E. Lead

Correct Answer: BCD

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacdm/define-dataquality.html#OACDM1436853