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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

When a salesperson updates a revenue item in an opportunity, the unsubmitted, unadjusted forecast is automatically updated to reflect the change.

Identify the correct sequence of activities performed during this process.

A. Create new forecast items for transactions that meet forecast criteria, and update forecast items that no longer meet the forecast criteria.

B. Create new forecast items for transactions that meet forecast criteria, update existing forecast items, and remove forecast items that no longer meet forecast criteria.

C. Update existing forecast items, and update forecast items that no longer meet forecast criteria.

D. Create new forecast items for transactions that meet forecast criteria, remove existing forecast items, and update forecast items that no longer meet the forecast criteria.

E. Create new forecast items for transactions that meet forecast criteria, and remove existing forecast items.

Correct Answer: B

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upforecasting.html#OASAL149599

QUESTION 2

You have created recurring revenue schedules for your opportunity products to manage your subscription sales.

Which four statements are correct with respect to recurring opportunities? (Choose four.)

A. Create recurring schedules to occur at the frequency of your choice (such as weekly, monthly, quarterly, or annually) for product amounts and quantities.

B. You can\'t adjust quantity or amounts for transactions in the schedule, or modify the schedule.

C. Enable additional sets of standard fields of configure pre-defined extension fields for recurring transactions.

D. Import or update recurring transactions using import or Web services.

E. Add one-time setup or installation fees.

Correct Answer: ACDE

Reference

http://www.oracle.com/webfolder/technetwork/tutorials/tutorial/cloud/r10/R10_Sales_RCD/ R10_Sales_RCD.htm

QUESTION 3

Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this?

A. Employee (abstract role) provides access to the Employee Manager Resource role.

B. Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.

C. Employee (abstract role) provides access to all setup tasks across all products.

D. Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.

Correct Answer: B

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oscus/sales-cloud-users-and-roleprovisioning.html#OSCUS875774

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

Which Setup and Maintenance task is used to run imports in Oracle Sales Cloud?

A. Run File Imports

B. Manage File Import Activities

C. Schedule File Import Activities

D. Manage File Importing

Correct Answer: A

Reference https://docs.oracle.com/en/cloud/saas/applications-common/r13-update17d/oefbs/FileBased-Data-Importfor-Oracle-Sales-Cloud-Overview.html

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