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Oracle Sales Cloud 2017 Implementation Essentials

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**QUESTION 1**

In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users?

- A. Right-click within the Navigator panel to modify the regional UI.
- B. Access an Account record and click the Manage Customer Tree action.
- C. Use the Functional Setup Manager Task of Manage Customer Tree.
- D. It is not possible to configure the Customer Tree for all users.

Correct Answer: A

QUESTION 2

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>

QUESTION 3

If three lines of business require different ways to segment customers, which configuration scenario should you follow?

- A. The requirement is not feasible, because Oracle Sales Cloud does not allow more than one classification per account.
- B. Adding standard auxiliary classification fields
- C. Configuring additional child objects
- D. Using hierarchical dimensions for reporting
- E. Adding additional names as necessary

Correct Answer: B

**QUESTION 4**

Which three statements are true with respect to an internal territory and a partner territory? (Choose three.)

- A. A partner territory is the jurisdiction of the reselling partner and contains partner resources.
- B. You cannot assign specific partner territories to an account that contains only partner resources.
- C. Salesperson territory is the area of responsibility of a sales representative over a set of accounts, leads, and opportunities.
- D. Internal territories can only have internal resources assigned, while partner territories are controlled by the partner organization.

Correct Answer: ABC

Reference https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159754AN11505.htm

https://docs.oracle.com/cd/E48434_01/doc.1118/e49567/F1014606AN12A5D.htm

QUESTION 5

You are importing users through File Based Loader. After import you realized that few of the users are not appearing in Oracle Identity Management.

What is the first step you should do in order to fix this issue so that the remaining users appear in OIM?

- A. Re-import the same import file for the remaining users.
- B. Correct the employee work number if it has an extension.
- C. Go to Manage Users and save the user record.
- D. Manually create the remaining users that are missed out during the file based load.
- E. Run the process ?Send pending LDAP request

Correct Answer: C

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