



# 1Z0-970<sup>Q&As</sup>

Oracle Sales Cloud 2017 Implementation Essentials

**Pass Oracle 1Z0-970 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.pass4itsure.com/1z0-970.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Oracle  
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers





### QUESTION 1

Which three non-production related activities for managing the Sales Cloud implementation lifecycle are supported by the test environment? (Choose three.)

- A. Familiarization and prototyping through conference room pilots (CRPs)
- B. Contains Live data that is utilized for end users to perform day-to-day operations
- C. Development and user acceptance testing of configurations and data loading prior to going live
- D. Post Go live validation
- E. Pre-upgrade validation

Correct Answer: ACE

Reference [https://cloud.oracle.com/\\_downloads/WhitePaper\\_ERP\\_ImplLeadPract/Oracle-ERP-CloudImplementation-Leading-Practices-white-paper.pdf](https://cloud.oracle.com/_downloads/WhitePaper_ERP_ImplLeadPract/Oracle-ERP-CloudImplementation-Leading-Practices-white-paper.pdf) (11)

---

### QUESTION 2

Which three steps should you perform to import data using the predefined templates from the File-Based Data Import tool? (Choose three.)

- A. Create your own template from scratch based on your requirement.
- B. Understand the import templates.
- C. Adapt the import templates to your needs.
- D. Download templates you can use for import.

Correct Answer: BCD

Reference <https://docs.oracle.com/en/cloud/saas/applications-common/r13-update17d/oafdi/importing-data-from-afile.html#OAFDI1373086>

---

### QUESTION 3

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 4

Which action must be performed when a Sales Catalog is imported with errors because it was assigned to an incorrect product group?

- A. Inactivate the Sales Catalog version and create a new one.
- B. Delete the Sales Catalog from the production environment.
- C. Log out from the application and log in again.
- D. Request a rollback from the application support team.
- E. Access the Sales Catalog options and erase it.

Correct Answer: B

---

#### QUESTION 5

Identify three functional responsibilities associated with the Channel Manager role. (Choose three.)

- A. Pursue Partner Leads and Opportunities
- B. Manage Partner Enrollment
- C. Manage Partner Accounts
- D. Manage Partner Programs
- E. Manage Sales Planning and Forecasting

Correct Answer: ACD

Reference [https://docs.oracle.com/cd/E48434\\_01/fusionapps.1118/e49571/F1109259AN5C723.htm](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109259AN5C723.htm)

[Latest 1Z0-970 Dumps](#)

[1Z0-970 PDF Dumps](#)

[1Z0-970 VCE Dumps](#)