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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

You are configuring Sales Methods and related Sales Stages for your customer. Which four complex fields can you configure at Sales Stage level but not at Sales Method level? (Choose four.)

A. Duration

B. Set

C. Stalled Deal Limit

D. Close Window

E. Win Probability

F. Quota Factor

Correct Answer: ACEF

QUESTION 2

What is the out-of-the-box visibility of accounts for sales reps?

A. Sales reps can view all accounts and edit accounts if they are on the account team.

B. Sales reps can view, edit, and delete all accounts.

C. Sales reps can view accounts only if they are owners or are on the Sales team.

D. Sales reps have no access to accounts unless they are on the Account Territory team.

Correct Answer: C

QUESTION 3

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 4

Your customer has thousands of products and would like to migrate from his legacy system to Oracle Sales Cloud. Which statement is true regarding Importing Product Groups?

A. The import procedures are covered in the topic, Importing Product Groups.

B. You\\'ll create only the root group in the UI and import the rest.

C. You\\'ll create all of the subgroups (under the root group) manually in the UI.

D. You can directly import an entire product group along with a root group.

Correct Answer: B

Reference https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/ F1287486AN1365A.htm

QUESTION 5

The Sales Manager wants to add values to the adjustment reasons picklist. Which two options can the administrator use to fulfill this requirement? (Choose two.)

A. the ZSF_FCST_ADJUSTMENT_REASON option to modify the values

B. the Forecast Management Tool by accessing it via the Navigator

C. the Manage Adjustment Reason task to set the field to Revenue and Non-Revenue

D. the Manage Standard Lookups task to select the Forecast Adjustment Reason values

Correct Answer: BD