



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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**QUESTION 1**

You are the administrator in charge of configuring your company's Oracle Fusion CRM Resource Organization information.

Select the two components that must be included when creating Sales, Marketing, and Partner organizations.

- A. Name
- B. Business Unit
- C. Industry
- D. Territory
- E. Organization Expiration Date

Correct Answer: AB

QUESTION 2

You are the company administrator for Oracle Fusion CRM applications. While configuring the business objects, you will need to capture non-standard information. You decide that the Notes functionality is best suited to this task.

After you have created a new note type during the note setup process, you will be able to_____.

- A. add custom fields to the note object
- B. import the information from a legacy system
- C. map the note type to the business object to aid in end user searching, filtering, and reporting
- D. leave the mapping blank in order to provide end users with a "view all" option
- E. transfer information from the note object to standard fields within Oracle Fusion CRM

Correct Answer: C

QUESTION 3

Your company has deployed Territory Management and asked the administrator to enable the dimensions in the territory definition by using data warehousing.

Identify the correct sequence of activities:

1.
Populate the visibility settings in data warehouse by running ETL
- 2.



Identify the dimension members to be made visible for territory definition In Territory Management.

3.

Synchronize the Territory Management stage environment with the data source.

4.

Populate the data warehouse with dimension members and transactional data.

A. 2, 3, 1, 4

B. 4, 2, 1, 3

C. 1, 4, 2, 3

D. 2, 1, 4, 3

E. 3, 2, 1, 4

Correct Answer: B

QUESTION 4

Your company has recently implemented Oracle Fusion sales. In order to help prevent data loss or corruption, the company has decided to export and store data separately from the system. You have been asked to configure and run the export process.

Identify the two steps that will be part of your process.

A. After the export process is complete, access the files from the Oracle Web Server.

B. After the export process is complete, set the files to FTP automatically to a separate server.

C. After the Initial export, apply a new date filter on the existing export map to create an incremental export.

D. Combine multiple view objects into a single export process.

E. Label the Export Process ID in a natural language way so that other employees can easily determine the export job's intended function.

Correct Answer: CE

QUESTION 5

A company's territory administrator has created territories in Oracle Fusion Sales to assign sales representatives to leads and opportunities, identify two options that would make these territories effective.

A. Proposal validation returns no errors.

B. Proposal validation returns errors.



C. Activation Date

D. Creation Date

E. Proposal Date

Correct Answer: AD

QUESTION 6

Which module maintains the industry hierarchy for territory definition?

A. Trading Community

B. Territory Management

C. Sales Quota Management

D. Partner Management

Correct Answer: B

QUESTION 7

Which three rule set types in Oracle Fusion Sales do not have the filter settings associated to them?

A. Classification

B. Matching Candidate with Scoring

C. Matching Candidate

D. Scoring

E. Rule Action

Correct Answer: ADE

QUESTION 8

A territory manager wants to change territories and the criteria for assignment of sales representatives to leads and opportunities in Oracle Fusion Sales. During territory update, change to the dimensions, metrics, and utilization of the synchronization process have to be carried out in the _____.

A. Productive environment

B. Test environment

C. Stage environment

D. Production instance



E. Proposal environment

Correct Answer: C

QUESTION 9

Identify three true statements regarding auto inclusion of items in a forecast process.

- A. revenue items with a close date that falls within the forecast period
- B. revenue items that are closed as won
- C. revenue items that are closed as lost
- D. revenue items with "Always include" enabled, with no override enabled in the forecast
- E. revenue items with "Always include" enabled, with override enabled in the forecast

Correct Answer: A

QUESTION 10

Which three statements are true about the Resource Directory in Oracle Sales Cloud?

- A. It provides information about sales resources, their organizations, teams, and roles.
- B. This is where administrators can manage information about all resources, resource organizations, and teams.
- C. This is where sales persons and sales managers can manage information about all resources, resource organizations, and teams.
- D. This is where a sales person can view the complete reporting hierarchy.
- E. This is where sales resources can view all associated data (opportunity, lead, and customers).

Correct Answer: BCE

QUESTION 11

When creating a sales method, what does the value of the Close Window field determine?

- A. The maximum number of days that an opportunity can stay in any Sales Stage.
- B. The number of days added to the current date that will set the initial Close Date of an Opportunity.
- C. The number of days before an Opportunity will automatically move to the Closed status
- D. The size of the revenue variation

Correct Answer: B



QUESTION 12

A sales manager has create a lead and assigned the lead to sales resources. The manager wants to allow resources to view and update the data on the lead, excluding lead owner-and team membership-related details.

Identify the privilege option to restrict the resource from updating the lead owner and team membership details.

- A. resource with Admin access
- B. resource with Full access
- C. resource with Append access
- D. resource with Edit access
- E. resource with Read-Only access

Correct Answer: D

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