



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

Oracle Sales Cloud 2017 Implementation Essentials

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### QUESTION 1

Which is the correct navigation to set up sales prediction rules?

- A. Log in as an Administrator > Sales > Recommendations > Manage sales predication rules > Create recommendations
- B. Log in as Sales Analyst > Sales > Recommendations > Manage rules > Create recommendations
- C. Log in as Sales Analyst > Setup and Maintenance > Manage sales predication rules > Create recommendations
- D. Log in as an Administrator > Setup and Maintenance > Manage rules task > Create recommendations

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/fastg/using-sales-prediction.html>

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### QUESTION 2

What will happen when you configure the Quota Factor attribute of sales stages?

- A. This field feeds the data in the Sales Pipeline reports.
- B. This field represents the likelihood (in percent form) of winning the opportunity.
- C. This field drives metrics for the Stalled Opportunities report.
- D. This field signifies the average number of days that you expect this sales stage to last.
- E. This field allows the sales method to be shared across multiple business units.

Correct Answer: A

Reference [https://docs.oracle.com/cd/E48434\\_01/fusionapps.1118/e49571/F1109251AN5443C.htm](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109251AN5443C.htm)

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### QUESTION 3

Which profile option needs to be enabled for the use of auxiliary dimensions in territory definition?

- A. There is no need to set any profile option
- B. Customer Type for auxiliary dimension needs to be set to Customer Type
- C. Customer Account for auxiliary dimension needs to be set to Customer Type
- D. Customer Class for auxiliary dimension needs to be set to Customer Class
- E. Classification Category for auxiliary dimension needs to be set to Classification Category

Correct Answer: E

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**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

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**QUESTION 5**

The customization level is set to Extensible on a lookup type. Identify two actions that can be done on a lookup type during implementation. (Choose two.)

- A. Update target module for a lookup type
- B. Update start date of a non-predefined code
- C. Delete a lookup type
- D. Insert new code to a lookup type
- E. Delete predefined codes in a lookup type

Correct Answer: BD

Reference <https://docs.oracle.com/cloud/fare12/common/OACTS/OACTS1492790.htm#OACTS1492745>

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**QUESTION 6**

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

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**QUESTION 7**

Which three features are available for Outlook configuration in Application Composer? (Choose three.)

- A. Within Application Composer, you can edit the fields and sections displayed in Outlook forms.
- B. Within Application Composer, you can configure the Outlook Toolbar Ribbon.
- C. Within Application Composer, you can customize layouts, configure data, and configure synchronization settings.
- D. Within Application Composer, you can set up record-level event validations and configure installation settings.

Correct Answer: ACD

Reference [https://cloud.oracle.com/\\_downloads/SaaSReadiness\\_Sales\\_WhatsNew/Oracle\\_Sales\\_Cloud\\_Release\\_8\\_Whats\\_New.pdf](https://cloud.oracle.com/_downloads/SaaSReadiness_Sales_WhatsNew/Oracle_Sales_Cloud_Release_8_Whats_New.pdf)

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**QUESTION 8**

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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**QUESTION 9**

You are implementing Oracle Sales Cloud in four countries and you drop down displays all currencies worldwide.

How can you display the currencies that you need for your implementation?

- A. You enable the currencies you need when you create your implementation project.
- B. You disable the currencies you do not need in Manage Currencies.
- C. You enable the currencies you need when you create the Master Geography.
- D. You set up the default currency in Manage Currency Profile Options.

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update18a/oasal/setting-up-multiplecurrencies.html#OASAL1454444>

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**QUESTION 10**

What two descriptions are needed for the attribute "Person type"? (Choose two.)

- A. Enter contingent worker, for the provision of Contract or Non Payroll Employee.
- B. The selection you make is used for provisioning the employee abstract role.
- C. The Oracle Sales Cloud Service creates the business unit for you from the information you provide when you sign up for the Cloud Service.
- D. The Oracle Sales Cloud Service creates the legal entity for you from the information you provide when you sign up for the Cloud Service.

Correct Answer: AB

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oscus/sales-cloud-users-and-roleprovisioning.html#OSCUS1907236>

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**QUESTION 11**

You were asked to define an object trigger to extend the standard processing logic of the opportunity record creation.

Identify two recommendations to prevent performance degradation. (Choose two.)

- A. Do not exceed 10 triggers per object.
- B. Use validation logic inside triggers whenever possible.
- C. When querying objects programmatically within a Groovy trigger, select efficient view criteria to avoid limiting the underlying query.
- D. Minimize the number of triggers on an object by combining logically-related fields inside a single trigger.
- E. Always use `newView()` API inside triggers. The usage of `newView()` API will always kept your performance optimal.

Correct Answer: BC

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**QUESTION 12**

When using web services to create an Account, how will a developer structure the `CreateSalesParty` payload so that the provided resource is set as the owner of the sales account?

- A. While creating the Account by using the `CreateSalesParty` services, setting the `SalesAccountResource` field would set the specific resource as the owner of the account.
- B. While creating the Account by using the `CreateSalesParty` services, setting the `AccountDirectorId` in the `SalesAccount` object would set the specific resource as the owner of the account.
- C. While creating the Account by using the `CreateSalesParty` services, setting the `CreateBy` field would set the specific resource as the owner of the account.



D. The logged in user is defaulted as the owner of the sales account.

Correct Answer: A

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### QUESTION 13

Which tool will a developer use to alter security for an existing job role on a custom object?

- A. Oracle Application Composer
- B. Oracle Authorization Policy Manager
- C. Functional Setup Manager
- D. Oracle Identity Manager

Correct Answer: A

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/adding-objects-and-fields-in-applicationcomposer.html#OACEX398839>

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### QUESTION 14

You are trying to upload a source file for mapping from the desktop. The Excel file is saved in Unicode text format and the resultant file is then converted into a CSV file for upload. Which of the following options from the list of File Encoding will you select during upload of file?

- A. UTF-8
- B. UTF-16BE
- C. UTF-10
- D. UTF-16

Correct Answer: A

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### QUESTION 15

What should you do when trying to evaluate if there are any conflicts in a territory structure?

- A. You would be required to first run the Stage and Promote process.
- B. Click the Conflict Resolution button from the Enable Dimensions and Metrics page.
- C. You must first export the structure by clicking Actions, and then selecting Export to Excel.
- D. Highlight the top-level territory, click Actions, and then select View Overlaps.

Correct Answer: A

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