

QUESTIONS & ANSWERS

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Oracle

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Oracle Sales Cloud 2018 Implementation Essentials

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QUESTION: 68

Which three statements are true about a competitor in Oracle Sales Cloud? (Choose three.)

- A. A competitor can be associated at both the header and the revenue line levels.
- B. A competitor can be associated with opportunities.
- C. A competitor can be associated with partners.
- D. A competitor can be associated with leads.
- E. A competitor can have a one-to-many relationship with opportunities.

Answer: A, B, D

QUESTION: 69

Identify an important prerequisite check that you should perform before importing product groups by using File-Based Import.

- A. whether all the product groups that are to be imported already exist in the production instance
- B. whether all the required data values are configured and imported in the production instance
- C. whether the Sales Cloud was customized to capture additional attributes and whether the customizations have already been migrated
- D. whether all the products related to the products groups to be imported already exist in the production instance

Answer: C

QUESTION: 70

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.

Answer: B

QUESTION: 71

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

Answer: B

QUESTION: 72

You made some changes to the mapping for converting leads to an opportunity, but you missed mapping the entity "Opportunity Team Member". What happens?

- A. The opportunity is created but is not visible to users.
- B. The opportunity is created, but only the primary member of the sales team is copied to the opportunity.
- C. The opportunity is created with an empty sales team.
- D. The lead conversion fails with a mapping error.

E. The lead conversion procedure ends with a timeout error because of a loop reference.

Answer: A

QUESTION: 73

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

Answer: A

QUESTION: 74

Which option represents a mandatory step to be performed before applying customization sets in a production instance?

- A. checking if all customized objects are unlocked in the test instance
- B. checking if no other users are logged in to the application
- C. checking if setup data from the test instance is fully synchronized with setup data from the production instance
- D. making sure that all customized sets are disabled in the production instance
- E. unlocking the configuration sets in the production instance

Answer: C

QUESTION: 75

Identify three mandatory items for creating a rule set in Oracle Sales Cloud. (Choose three.)

- A. Name
- B. Effective Start Date and Effective End Date
- C. Work Object
- D. Business Object
- E. Candidate Object

Answer: C, D, E

QUESTION: 76

The sales VP wants his Sales Representatives to be able to search across all objects in Oracle Sales Cloud. Which profile option do you need to enable?

- A. FUSION_FIELD_SEARCH_ENABLED
- B. FUSION_CUSTOM_SEARCH_ENABLE
- C. FUSION_APPS_SEARCH_DISABLED
- D. FUSION_APPS_SEARCH_ENABLED

Answer: D

QUESTION: 77

Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge. Identify three territory dimensions that need to be used for an optimal territory definition. (Choose three.)

- A. Geography
- B. Product
- C. Industry
- D. Account
- E. Customer Size

Answer: A, B, C

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