



# 1Z0-425<sup>Q&As</sup>

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

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**QUESTION 2**

A Template administrator is creating a new assessment template for capturing assessment data of the sales lead.

Identify the three out of the box template types available in Oracle Fusion CRM.

- A. Lead
- B. Opportunity
- C. Opportunity Revenue Line
- D. Customer
- E. Product

Correct Answer: ABD

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**QUESTION 3**

Select the correct sequence regarding Leads Life Cycle Management.

- A. Load Conversion. Lead Generation, Lead Qualification, Lead Assessment, load Distribution
- B. Lead Generation, Lead Qualification, Lead Distribution, Lead Assessment, lead Conversion
- C. Load Qualification, Lead Generation, Lead Distribution, Lead Assessment, Lead Conversion
- D. Lead Generation, lead Distribution, Load Qualification, lead Conversion, Lead Assessment



E. Lead Assessment, Lead Generation, Lead Qualification, Lead Distribution, Lead Conversion

Correct Answer: B

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#### QUESTION 4

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

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#### QUESTION 5

Identify the attributes that need to be defined while configuring sales stage in a sales methodology.

- A. Phase, Order, Duration mid Stalled Deal Limit.
- B. Phase, Order, Duration and Opportunity Status
- C. Phase, Win probability Range, Opportunity Status
- D. Phase, Order, Win Probability Range, Duration and Stalled Deal Limit
- E. Status, Order, Win Probability Range\ Duration and Stalled Deal

Correct Answer: A

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