

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

Oracle Sales Cloud 2017 Implementation Essentials

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**QUESTION 1**

Which four options are copied when you copy an opportunity? (Choose four.)

- A. Sales credits, including recipients, amounts, and percentages
- B. Assessments, Attachments, Deal registrations
- C. Revenue information, such as quantity, unit price, revenue amount, and the like
- D. Notes, tasks, Appointments
- E. Opportunity header attributes, including standard and custom fields
- F. Schedule information and the underlying scheduled transactions

Correct Answer: ACEF

Reference <https://docs.oracle.com/en/cloud/saas/sales/18b/fastg/managingopportunities.html#FASTG14171>

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**QUESTION 2**

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 3**

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.

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upforecasting.html#OASAL149599>

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#### QUESTION 4

Which two revenue items do forecast include? (Choose two.)

A. all items for which the Opportunity is set to close within the forecast period

B. all items for which the forecast criteria have been met or overridden

C. all open revenue items

D. all open revenue and non-revenue items

Correct Answer: BC

Reference [https://docs.oracle.com/cd/E48434\\_01/doc.1118/e49570/F1159746AN10086.htm](https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159746AN10086.htm)

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#### QUESTION 5

You got a requirement from your customer to customize and personalize the page title and the page layout in the application. How will you fulfill this requirement?

A. using Business Intelligence Composer

B. using Page Composer

C. using Oracle SOA Composer

D. using Application Composer

E. using Business Process Composer

F. using User Interface Composer

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/using-page-composer-in-oracle-salescloud.html#OACEX1078554>

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