

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

Oracle Sales Cloud 2017 Implementation Essentials

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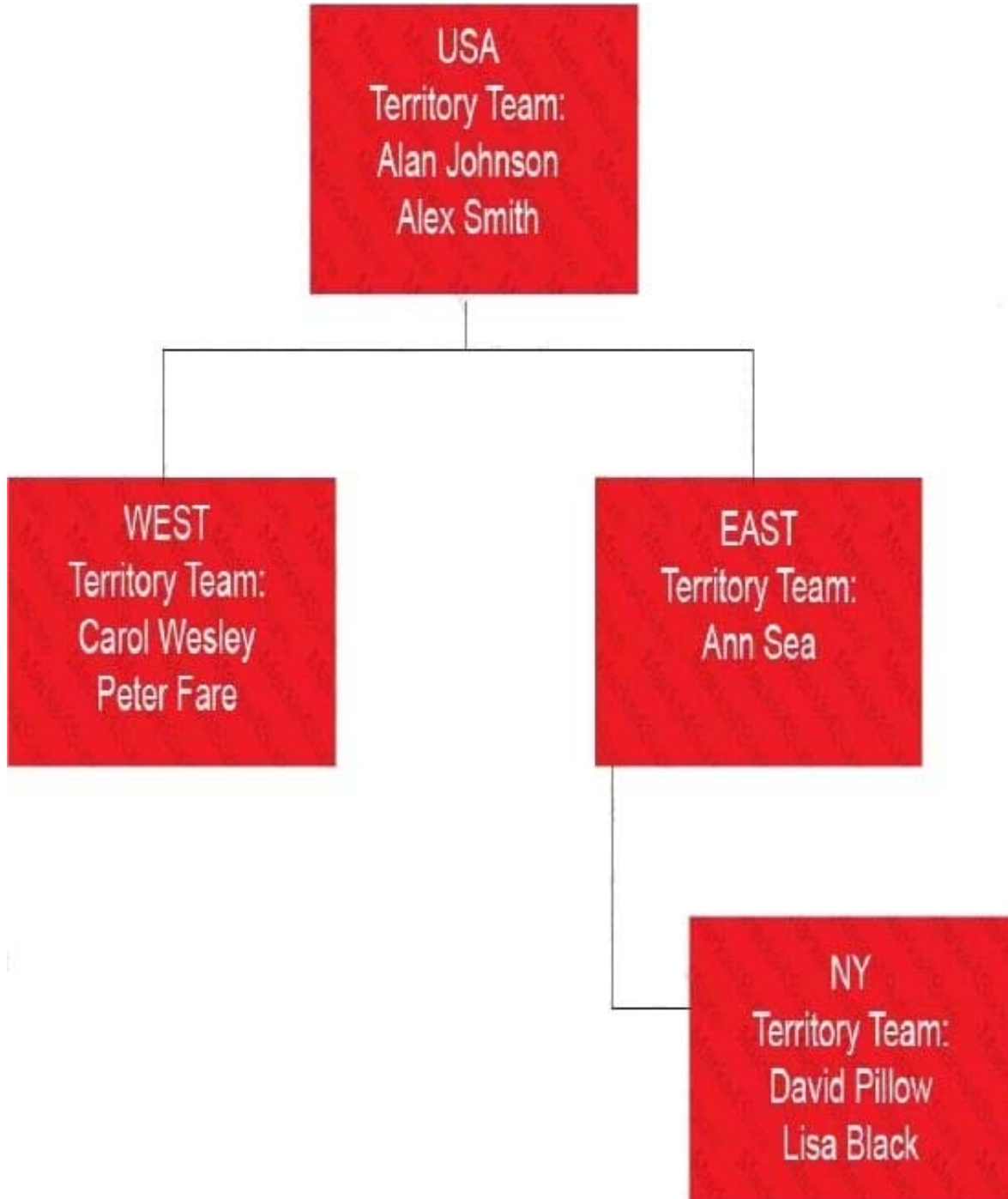
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**QUESTION 1**

Consider the following:



An opportunity is associated with the NY Territory.

Mike Lee and Susan Brown are members of the opportunity sales team.

Mark Lake is Susan Brown's manager.

Which option shows the members of the sales team who can view the opportunity record?

- A. Mike, Susan, Mark, David, Lisa, Ann, Alan, and Alex
- B. Mike, Susan, David, and Lisa
- C. Mike, Susan, Mark, David, Lisa, and Ann
- D. Mike, Susan, David, Lisa, Ann, Carol, and Peter
- E. Mike, Susan, David, Lisa, Ann, Alan, and Alex

Correct Answer: A

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## QUESTION 2

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

Correct Answer: ABC

Reference <https://cloud.oracle.com/opc/saas/datasheets/oracle-sales-cloud-territory-management-ds.pdf>

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## QUESTION 3

Which statement is false about dynamic choice list fields?

- A. Dynamic choice list fields are available only for standard objects.
- B. Dynamic choice list fields derive values from existing data on another object.
- C. Dynamic choice list fields establish a relationship between objects.
- D. Dynamic choice list fields are based on a many-to-one relationship between objects.

Correct Answer: A

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**QUESTION 4**

Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this?

- A. Employee (abstract role) provides access to the Employee Manager Resource role.
- B. Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.
- C. Employee (abstract role) provides access to all setup tasks across all products.
- D. Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oscus/sales-cloud-users-and-roleprovisioning.html#OSCUS875774>

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**QUESTION 5**

You are importing records that already exist in your system. However, there are minor changes in those records.

To update these records, which two key pieces of information does your file have to include? (Choose two.)

- A. Oracle Sales Cloud internal ID, or PUIDs, such as business keys or external IDs
- B. Source system table structure should be similar to Oracle Sales Cloud table structure
- C. Source system base table details
- D. Source system reference value combination

Correct Answer: AC

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