

1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

A forecast is frozen and the VP of Sales wants to extend the forecast freeze date. What are two consequences of this decision? (Choose two.)

- A. Any territory changes implemented after the original freeze date are now enforced.
- B. Territory hierarchy cannot be changed.
- C. Submitted forecasts remain unsubmitted.
- D. Sales reps can create new forecast items but cannot edit the previously submitted items.

Correct Answer: AC

QUESTION 2

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

QUESTION 3

Your customer sells cars across the United States. The customer now wants to split the East region to measure quota and manage closed opportunities in order to specialize its sales team in a Public Sector Territory and a Financial Sector.

The customer wants to add two territories to the Public Sector Territory, for example, Treasure Department and Citizen Services, and dedicate specialized sales personnel to service them. Other institutions are not to be assigned to these territories.

How would you set this up?

- A. You must use a geographic dimension to the US East region, a Car product dimension, and an included customer coverage type to define Treasure Department, and then assign sales people to this territory. Use the same steps for Citizen Services, but use an included customer coverage type to include Citizen Services.
- B. You must use a geographic dimension to the US East region, a Car product dimension, and an excluded customer coverage type to define Citizen Services and exclude Treasure Department. Then you assign sales people to this territory. Use the same steps for Treasure Department, but use an excluded coverage type to exclude Citizen Services.
- C. You must use a geographic dimension to the US East region, a Car product dimension, and an included

D. customer coverage type to define Citizen Services, and then assign sales people to this territory. Use the same steps for Treasure Department, but use an excluded customer coverage type to exclude Citizen Services.

E. You must use a geographic dimension to the US East region, a Car product dimension, and an included customer coverage type to define Treasure Department, and then assign sales people to this territory. Use the same steps for Citizen Services, but use an excluded customer coverage type to exclude Treasure Department.

F. You must use a geographic dimension to the US East region, a Car product dimension, and a Treasure Department customer name dimension, and then assign sales people to this territory. Use the same steps for the Citizen Services territory.

Correct Answer: B

QUESTION 4

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>

QUESTION 5

OSC Party Export provides information about _____.

A. all Organizations and Contacts

B. all Organizations, Contacts, and Users

C. all users

D. all Organizations

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/customer-data-management/r13-update17d/faudm/managing-partyinformation.html#FAUDM598171>