Vendor: Oracle

Exam Code:1Z0-970

Exam Name: Oracle Sales Cloud 2017 Implementation Essentials

Version: Demo

QUESTION 1

After creating custom fields for opportunities, you are ready to import legacy data into the Fusion system. Which step is necessary before the opportunity data can be imported?

A. Navigate to the Application Composer. Click the Refresh button in the Custom Objects section.

B. Navigate to the Application Composer and click the Generate button in the Import and Export section.

C. Navigate to the task: Manage Import/Export For Custom Fields. Click the Synchronize button.

D. Navigate to the Application Composer. Select the Enable Import/Export check box for each custom field in the Import / Export section.

E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Correct Answer: D

QUESTION 2

When creating users in Oracle Sales Cloud, which are the four required attributes? (Choose four.)

A. Resource Role

B. Person Type

C. Email Address

D. Reporting Manager

E. Legal Employer

F. Business Unit

Correct Answer: ABEF

QUESTION 3

Which four elements of the Sales Methodology can you configure for each sales stage? (Choose four.)

A. Sales Credit -By allocating sales credit to salespeople on revenue lines, you can capture the amount of credit salespeople receive for the sale.

B. Task templates -You can define task templates to set tasks for salespeople to perform.

C. Revenue model -Revenue model that features revenue-based forecasting, products and product groups, as well as revenue data captured at the line level.

D. Action items -These are recommended actions the salesperson should take while working on an opportunity in a specific sales stage.

E. Assessment templates -Assessments let salespeople evaluate the health of an opportunity.

F. Recommended documents -These are documents recommended for viewing or sharing during a specific sales stage.

Correct Answer: BDEF

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upopportunities.html#OASAL1635581

QUESTION 4

Your customer wants to extend his sales model for the entire country. They want to promote 12 products in all 45 states (distributed in 4 zones: North, West, East and South). The customer wants to measure the behavior of closed opportunities and their quotas in the associated territories for each product in each of the states.

How would you configure this?

A. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + Product), and for each, create State child territories.

B. Create a territory hierarchy with a principal territory (Country) and the first child territories (Products), and for each, create Zone + State child territories.

C. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + State), and for each, create Product child territories.

D. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zones), and for each, create State + Product child territories.

Correct Answer: D

QUESTION 5

Which three steps should you perform to import data using the predefined templates from the File-Based Data Import tool? (Choose three.)

A. Create your own template from scratch based on your requirement.

B. Understand the import templates.

C. Adapt the import templates to your needs.

D. Download templates you can use for import.

Correct Answer: BCD

Reference https://docs.oracle.com/en/cloud/saas/applications-common/r13-update17d/oafdi/importing-data-from-afile.html#OAFDI1373086

QUESTION 6

Identify three functional responsibilities associated with the Channel Manager role. (Choose three.)

A. Pursue Partner Leads and Opportunities

B. Manage Partner Enrollment

C. Manage Partner Accounts

D. Manage Partner Programs

E. Manage Sales Planning and Forecasting

Correct Answer: ACD

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109259AN5C723.htm

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QUESTION 7

When you are working in an active sandbox, which three actions can you perform? (Choose three.)

A. Create object workflows.

B. Exit or publish the sandbox.

C. Extend the underlying data model by creating custom objects and fields.

D. Create custom subject areas to design reports in BI Composer and BI Answers by setting the profile option to ZCX_ENABLE_CSA_SANDBOX_Y_N = No.

E. Generate artifacts to import and export data.

Correct Answer: ABE

QUESTION 8

You are implementing Oracle Sales Cloud in four countries and you drop down displays all currencies worldwide.

How can you display the currencies that you need for your implementation?

A. You enable the currencies you need when you create your implementation project.

B. You disable the currencies you do not need in Manage Currencies.

C. You enable the currencies you need when you create the Master Geography.

D. You set up the default currency in Manage Currency Profile Options.

Correct Answer: D

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update18a/oasal/setting-up-multiplecurrencies.html#OASAL1454444

QUESTION 9

Which three roles must you always provision to your sales users? (Choose three.)

A. Abstract "Resource" role

B. Abstract "Employee" or "Contingent Worker" role

C. a Job role that corresponds to the resource role: Sales Manager, Sales person

D. IT Security role

E. Application Implementation role

Correct Answer: ABC

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

QUESTION 10

Which action must be performed when a Sales Catalog is imported with errors because it was assigned to an incorrect product group?

A. Inactivate the Sales Catalog version and create a new one.

B. Delete the Sales Catalog from the production environment.

C. Log out from the application and log in again.

D. Request a rollback from the application support team.

E. Access the Sales Catalog options and erase it.

Correct Answer: B

QUESTION 11

You need to manage different names for contacts, such as legal name, nick name, and so on. You try to add the field "All Names" in the Details Page Standard Layout in your Oracle Sales Cloud R12 instance. However, the Layout is read-only and you cannot edit it therefore. Why?

A. You missed deselecting the Read-Only flag for the layout.

B. Your Profile Options settings are wrong.

C. Your user does not have administrator privileges.

D. The Standard Layout cannot be modified in R12. You need to make a copy.

Correct Answer: A

QUESTION 12

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.

Correct Answer: A