

1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

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 2

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 3

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 4

Which two updates are typically performed on a quarterly basis? (Choose two.)

- A. Oracle optional updates
- B. Infrastructure updates to the database and hardware
- C. National Language Support updates to support language packs
- D. Oracle mandatory updates
- E. Vertex updates to update U.S. and Canadian tax rates and address validations

Correct Answer: BD

QUESTION 5

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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