

1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

You are configuring Sales Methods and related Sales Stages for your customer. Which four complex fields can you configure at Sales Stage level but not at Sales Method level? (Choose four.)

- A. Duration
- B. Set
- C. Stalled Deal Limit
- D. Close Window
- E. Win Probability
- F. Quota Factor

Correct Answer: ACEF

QUESTION 2

Which two options should you check for before importing product groups by using File-Based Import? (Choose two.)

- A. whether all the required data values are configured and imported in the production instance
- B. whether all the products related to the products groups to be imported already exist in the production instance
- C. whether the Sales Cloud was customized to capture additional attributes and whether the customization has already been migrated
- D. whether all the product groups that are to be imported already exist in the production instance

Correct Answer: AC

QUESTION 3

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

QUESTION 4

Which three key features of the competitor's module are available for you to configure in Oracle Sales Cloud? (Choose three.)

- A. Products: Track all product groups that a competitor is associated with and view customers buying competitor products.
- B. External Experts: Leverage external organization experts who have knowledge about the associated competitor.
- C. Industries and geography: View all industries and geographies where the competitors are doing business.
- D. Competitor profile: Stores several aspects of competitors including name, stock symbol, company URL, organization size, D-U-N-S information, and more.

Correct Answer: ACD

Reference https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159749AN1A3C5.htm

QUESTION 5

Which two Customer Center Profile Options would be used to automatically assign Territories to Accounts? (Choose two.)

- A. ZCA_SA_AUTO_ASSIGN_ON_CREATE
- B. Territories must be manually assigned to Accounts
- C. ZCA_SA_TERRITORY_ASSIGNMENT
- D. ZCA_SA_AUTO_ASSIGN_ON_UPDATE
- E. MOO_AUTO_ASSIGN

Correct Answer: AD

Reference https://docs.oracle.com/cloud/r13_update17c/salescs_gs/OASAL/OASAL1439686.htm#OASAL1439686

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