

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

Oracle Sales Cloud 2017 Implementation Essentials

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**QUESTION 1**

Which three statements are true about a competitor in Oracle Sales Cloud? (Choose three.)

- A. A competitor can be associated at both the header and the revenue line levels.
- B. A competitor can be associated with opportunities.
- C. A competitor can be associated with partners.
- D. A competitor can be associated with leads.
- E. A competitor can have a one-to-many relationship with opportunities.

Correct Answer: ABD

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**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

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**QUESTION 3**

Which is the correct navigation to set up sales prediction rules?

- A. Log in as an Administrator > Sales > Recommendations > Manage sales predication rules > Create recommendations
- B. Log in as Sales Analyst > Sales > Recommendations > Manage rules > Create recommendations
- C. Log in as Sales Analyst > Setup and Maintenance > Manage sales predication rules > Create recommendations
- D. Log in as an Administrator > Setup and Maintenance > Manage rules task > Create recommendations

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/fastg/using-sales-prediction.html>

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**QUESTION 4**

Identify the correct statement related to adjusting threshold in sales quota.

- A. The territory owner can allocate the adjusted territory quota to child territories only in certain conditions.
- B. Compensation plan gets automatically updated based on adjustment threshold in sales quota.
- C. The territory owner can allocate the adjusted territory quota to child territories.
- D. The territory owner cannot allocate the adjusted territory quota to child territories.
- E. The territory owner can allocate the adjusted territory quota to child territories only in the next financial cycle.

Correct Answer: C

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-up-quotas.html#OASAL54650>

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## QUESTION 5

You got a requirement from your customer to customize and personalize the page title and the page layout in the application. How will you fulfill this requirement?

- A. using Business Intelligence Composer
- B. using Page Composer
- C. using Oracle SOA Composer
- D. using Application Composer
- E. using Business Process Composer
- F. using User Interface Composer

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/using-page-composer-in-oracle-salescloud.html#OACEX1078554>

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