1Z0-970 Q&As

Oracle Sales Cloud 2017 Implementation Essentials

QUESTION 1

Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this?

A. Employee (abstract role) provides access to the Employee Manager Resource role.

B. Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.

C. Employee (abstract role) provides access to all setup tasks across all products.

D. Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.

Correct Answer: B

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

QUESTION 2

Which module maintains the industry hierarchy for territory definition?

A. Partner Management

B. Territory Management

C. Trading Management

D. Sales Quota Management

Correct Answer: B

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109252AN57E0A.htm

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QUESTION 3

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

QUESTION 4

If three lines of business require different ways to segment customers, which configuration scenario should you follow?

A. The requirement is not feasible, because Oracle Sales Cloud does not allow more than one classification per account.

B. Adding standard auxiliary classification fields

C. Configuring additional child objects

D. Using hierarchical dimensions for reporting

E. Adding additional names as necessary

Correct Answer: B

QUESTION 5

In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users?

A. Right-click within the Navigator panel to modify the regional UI.

B. Access an Account record and click the Manage Customer Tree action.

C. Use the Functional Setup Manager Task of Manage Customer Tree.

D. It is not possible to configure the Customer Tree for all users.

Correct Answer: A