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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

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 2

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 3

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 4

Which tool will a developer use to alter security for an existing job role on a custom object?

A. Oracle Application Composer

B. Oracle Authorization Policy Manager

C. Functional Setup Manager

D. Oracle Identity Manager

Correct Answer: A

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/adding-objects-and-fields-in-applicationcomposer.html#OACEX398839

QUESTION 5

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

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