

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

Oracle Sales Cloud 2017 Implementation Essentials

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**QUESTION 1**

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

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**QUESTION 2**

When you are working in an active sandbox, which three actions can you perform? (Choose three.)

- A. Create object workflows.
- B. Exit or publish the sandbox.
- C. Extend the underlying data model by creating custom objects and fields.
- D. Create custom subject areas to design reports in BI Composer and BI Answers by setting the profile option to ZCX\_ENABLE\_CSA\_SANDBOX\_Y\_N = No.
- E. Generate artifacts to import and export data.

Correct Answer: ABE

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**QUESTION 3**

What is the out-of-the-box visibility of accounts for sales reps?

- A. Sales reps can view all accounts and edit accounts if they are on the account team.
- B. Sales reps can view, edit, and delete all accounts.
- C. Sales reps can view accounts only if they are owners or are on the Sales team.
- D. Sales reps have no access to accounts unless they are on the Account Territory team.

Correct Answer: C

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**QUESTION 4**

You are trying to upload a source file for mapping from the desktop. The Excel file is saved in Unicode text format and the resultant file is then converted into a CSV file for upload. Which of the following options from the list of File Encoding will you select during upload of file?

- A. UTF-8
- B. UTF-16BE
- C. UTF-10
- D. UTF-16

Correct Answer: A

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## QUESTION 5

Before your company upgrades the production environment, it must go through an UAT process in an upgraded test environment. Which three conditions must be met before the UAT can begin? (Choose three.)

- A. Test cases targeted for execution have been executed
- B. User sign-off has occurred
- C. Sanity testing is complete
- D. The production to test (P2T) content migration is complete
- E. The test environment is stable and ready for testing
- F. Defects are logged and prioritized

Correct Answer: BCE

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## QUESTION 6

When a salesperson updates a revenue item in an opportunity, the unsubmitted, unadjusted forecast is automatically updated to reflect the change.

Identify the correct sequence of activities performed during this process.

- A. Create new forecast items for transactions that meet forecast criteria, and update forecast items that no longer meet the forecast criteria.
- B. Create new forecast items for transactions that meet forecast criteria, update existing forecast items, and remove forecast items that no longer meet forecast criteria.
- C. Update existing forecast items, and update forecast items that no longer meet forecast criteria.
- D. Create new forecast items for transactions that meet forecast criteria, remove existing forecast items, and update forecast items that no longer meet the forecast criteria.
- E. Create new forecast items for transactions that meet forecast criteria, and remove existing forecast items.

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upforecasting.html#OASAL149599>

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## QUESTION 7

Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge.

Identify three territory dimensions that need to be used for an optimal territory definition. (Choose three.)

- A. Geography
- B. Product
- C. Industry
- D. Account
- E. Customer Size

Correct Answer: ABC

Reference <https://cloud.oracle.com/opc/saas/datasheets/oracle-sales-cloud-territory-management-ds.pdf>

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## QUESTION 8

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

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## QUESTION 9

In Data Quality Management, for which three entities are real-time and batch matching available? (Choose three.)

- A. Opportunity
- B. Location

- C. Person
- D. Organization
- E. Lead

Correct Answer: BCD

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacdm/define-dataquality.html#OACDM1436853>

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## QUESTION 10

You are implementing Oracle Sales Cloud in four countries and you drop down displays all currencies worldwide.

How can you display the currencies that you need for your implementation?

- A. You enable the currencies you need when you create your implementation project.
- B. You disable the currencies you do not need in Manage Currencies.
- C. You enable the currencies you need when you create the Master Geography.
- D. You set up the default currency in Manage Currency Profile Options.

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update18a/oasal/setting-up-multiplecurrencies.html#OASAL1454444>

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## QUESTION 11

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 12

You need to define the customer hub configuration task to customize party tree for a household. Which option should you use?

- A. Manage group party tree
- B. Manage organization party tree

C. Manage customer hub profile options

D. Manage person party tree

Correct Answer: A

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacdm/define-customer-hubconfiguration.html#OACDM1010578>

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### QUESTION 13

After defining the geography structure of a country, which three steps should be performed in order to create addresses?

- A. If you are using geography data other than Nokia, import it by using the Import option of the Manage Geographies task.
- B. Check if Nokia data is available for the required country and import the data by using the Import Nokia Data option in the Actions menu.
- C. If you are using geography data other than Nokia, import it by using the Manage File Import Activities task.
- D. For any geography data, validate the geography hierarchy data by using the Manage Geography Hierarchy option from the Actions menu in the Manage Geographies task.
- E. Configure geography validation in the Manage Geographies task to determine geography behavior during the process of address creation or update.

Correct Answer: ABE

Reference <https://docs.oracle.com/en/cloud/saas/customer-data-management/r13-update17d/faudm/importinggeographies.html#FAUDM889714>

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### QUESTION 14

When using web services to create an Account, how will a developer structure the CreateSalesParty payload so that the provided resource is set as the owner of the sales account?

- A. While creating the Account by using the CreateSalesParty services, setting the SalesAccountResource field would set the specific resource as the owner of the account.
- B. While creating the Account by using the CreateSalesParty services, setting the AccountDirectorId in the SalesAccount object would set the specific resource as the owner of the account.
- C. While creating the Account by using the CreateSalesParty services, setting the CreateBy field would set the specific resource as the owner of the account.
- D. The logged in user is defaulted as the owner of the sales account.

Correct Answer: A

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## QUESTION 15

Your customer wants to track the change history of the Opportunity business object. After setting the audit level of the Sales Cloud Application to "Auditing", you still cannot see any audit log.

Which configuration step must be completed to achieve this requirement?

- A. Defining the logging path
- B. Defining the users that are going to be audited
- C. Selecting the Opportunity business object and the attributes that you want to log
- D. Setting the log event level to 5
- E. Selecting the events that you want to log

Correct Answer: B

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