

Oracle

Exam 1z0-425

Oracle Fusion CRM: Sales 2014 Implementation Essentials

Version: 6.0

[Total Questions: 146]

Question No : 1

Which three record types use Product Groups?

- A. Customers
- B. Contacts
- C. Leads
- D. Opportunities
- E. Campaigns

Answer: A,C,E

Question No : 2

Developer1 and Developer2 work for a large manufacturing company that has recently purchased Fusion. Both developers have been asked to import data from the company's legacy system. Developer1 configures the Opportunity import job while Developer2 configures the Customers import job. During the mapping configuration, Developer 1 selects the Lock check box. Identify the two true statements based on this scenario.

- A. Developer 1 can use and edit the mapping.
- B. Developer1 can use the mapping for import, but cannot edit the mapping.
- C. Developer1 can edit the mapping, but cannot use the mapping for import.
- D. Developer1 cannot use the mapping for import or edit the mapping.
- E. Developer2 can use and edit the mapping.
- F. Developer2 can use the mapping for import, but cannot edit the mapping.
- G. Developer2 can edit the mapping, but cannot use the mapping for import.
- H. Developer2 cannot use the mapping for import or edit the mapping.

Answer: A,F

Question No : 3

You are working as a consultant for a company that is upgrading to Oracle Fusion CRM. Currently, you are configuring the Fusion Assignment Objects. After meeting with the customer, they have decided that they would like the leads assignment object to send leads based on customer size to specific territories.

Select the true statement.

- A. This can't be done because assignment objects contain work objects, but not candidate objects.
- B. This can't be done because assignment objects contain candidate objects, but not work objects.
- C. This can't be done because assignment objects can contain candidate objects or work objects, but not both.
- D. This can't be done because assignment objects can contain both candidate objects and work objects, but can't limit by customer size.
- E. This scenario can be successfully created in Oracle Fusion CUM.

Answer: E

Question No : 4

For a sales quota plan, a sales administrator selects a territory quota formula and a seasonality factor group to apply to all territories. However, for one specific territory, the sales administrator selects a different territory quota formula and a seasonality factor group.

Which statement is correct?

- A. Territory quota formula and seasonality factor group of a sales quota plan override territory quota plan options.
- B. Only seasonality group of a sales quota plan overrides seasonality factor group of a territory quota plan.
- C. Territory quota formula and seasonality factor group of a territory quota plan override sales quota plan options.
- D. Only territory quota formula of a sales quota plan overrides territory quota formula of a territory quota plan.

Answer: C

Question No : 5

You have created a few custom fields on the opportunity object in application composer but you do not see them on the import mapping screen why?

- A. The custom fields for opportunity are available under a different object called opportunityextn.

- B. You have published your sandbox.
- C. You have not generated the artifacts.
- D. You have not used the customization migration function.

Answer: B

Question No : 6

You work for a car leasing agency. You know that any sales opportunities for your biggest customer should be sent directly to a supervisor level.

Based on these requirements, how would you configure the assignment object attributes to ensure that this requirement is met?

- A. Use a combination of the customer's Geography ID and Industry.
- B. Use a combination of the customer's Geography ID, Industry and Organization Type
- C. Drill down on the customer's account and select the Named Sales Account check box; then use the Named Account type assignment object attribute.
- D. Set one of the three available auxiliary dimensions to the customer's account name.
- E. This requirement cannot be met in Oracle Fusion CRM.

Answer: C

Question No : 7

Select the primary object that can be used to configure sales methodology in Oracle Fusion Sales.

- A. Task templates
- B. Assessment templates
- C. Product information
- D. competitor information
- E. sales stages

Answer: E

Question No : 8

Which three statements are true about a competitor in Oracle Sales Cloud?

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

Answer: A,B,D

Question No : 9

As a sales administrator, you are asked to complete the quota plan for a year. Which batch process should you run to complete the quota plan?

- A. CloseSalesQuotaPlan
- B. DisableSalesQuotaPlan
- C. CompleteSalesQuotaJob
- D. RetireSalesQuotaJob
- E. RetireSaleQuotaPlan

Answer: A

Question No : 10

The territory administrator has defined a territory in the following manner:

1. Account Type = Named
2. Customer size = Medium
3. Geography = US West

Identify the valid entity based on the preceding territory definition.

- A. Any customer who is defined as a Named Account in Fusion Customer Center.
- B. Any customer who is a Named Account of a medium size organization in the US West zone
- C. Any customer with a medium size organization in the US West zone

- D. Any customer who is named, or whose customer size is medium, or is in the US West zone
- E. Any prospect who is named, or whose customer size is medium, or is in the US West zone

Answer: B

Question No : 11

Identify the customization level that does not allow edits to tag on a standard lookup type.

- A. User
- B. System
- C. User, System, and Extensible
- D. User and System
- E. Extensible

Answer: C

Question No : 12

A sales manager has been assigned to develop a competitor management program in his organization, with the primary objective of ensuring that his Sales organization has 360 degree view of its competitors. Select the two activities that the sales manager would perform in Oracle Fusion Competitor Management functionality.

- A. Design and build a Plan for how to tackle competitor threats in a sale.
- B. Identify and manage internal Experts within his sales organization.
- C. Identify and manage Competitor Presence in industries and geographies.
- D. Manage activity thresholds.
- E. Capture Win/loss Reasons at various opportunities.

Answer: C,E

Question No : 13

You are the administrator in charge of the Oracle Sales Cloud configuration. When your company decides to expand its market to other countries, you are asked to create a new

role in the application: VP of Foreign Marketing.

Identify two tasks that must be performed when you create the role.

- A. Assign the role directly to the resource.
- B. Assign the role to the employee's team.
- C. Set the manager flag to true.
- D. Set the member flag to true.
- E. Assign the new user to the partner resource role type.

Answer: A,E

Question No : 14

A sales manager has been assigned to develop a reference program for his organization, with the primary objective of helping the sales organization to identify and position relevant references to prospects and increase sales productivity.

Select the activity that the sales manager would be able to perform in Oracle fusion Reference Management functionality.

- A. Develop a reference program that includes reference incentives for wins.
- B. Develop a reference program that includes reference registration.
- C. Identity and manage the reference presence in industries.
- D. Build a comprehensive reference SWOT analysis.
- E. Develop and manage reference activity thresholds and threats levels.

Answer: A

Question No : 15

A company has deployed Fusion Lead Management and would like to use the Assessment templates to gather additional information from the customer. The template administrator has created an Assessment template with the questions, response score, and rating for lead follow-ups and has activated the template for sales learn usage. The sales team has suggested some changes to the template.

Identify three parameters that a template administrator can update for the active

Assessment templates.

- A. Question Sequencing Change
- B. Remove Questions
- C. Question Text correction
- D. Response Description
- E. Template Version

Answer: A,C,D

Question No : 16

While configuring the Assignment Manager, you activate and create assignment mappings involving Geography ID, Industry, and Customer Size. After an internal review, your company decides to no longer base decisions on industry. Your supervisor asks a coworker to remove any industry consideration from Assignment Manager. Your coworker does this by navigating to Industry and selecting the Inactive check box, but forgets to modify the existing mappings that already use Industry.

Identify the expected system behavior based on this scenario.

- A. The existing assignment mapping that uses Industry would continue to function; however no new assignment mapping could use Industry.
- B. The existing assignment mapping that uses Industry would continue to function, but the concept of Industry would be automatically removed. The rule would continue on all other criteria.
- C. Any assignment mapping that uses Industry would be automatically deleted.
- D. Any time the existing mapping is used, Fusion will automatically create a resolution request.
- E. This can't be done, assignment objects can't be set to inactive if there is a mapping defined using the object.

Answer: E

Question No : 17

The customization level is set to extensible on a lookup type. Identify two actions that can be done on a lookup type during implementation.

- A. Delete predefined codes in a lookup type.
- B. Insert new code to a lookup type.
- C. Update target module for a lookup type.
- D. Delete a lookup type.
- E. Update start date of a non-predefined code.

Answer: B,E

Question No : 18

A sales person has a territory Quota for the year 2012. He wants to set the highest quota target in the month of June. What action must be performed to reflect this in this quota?

- A. Change the seasonality factor in the seasonality factor group.
- B. Edit the quota amount for lime in the edit quota sales summary.
- C. Add a new rule in the territory quota formula.
- D. Edit the rule in the predefined territory quota formula.
- E. Add a new revenue line item.

Answer: A

Question No : 19

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

- A. Oracle Identity Manager
- B. Oracle Authorization Policy Manager
- C. Functional Setup Manager
- D. Oracle Application Composer

Answer: C

Question No : 20

Which statement is true about unique classifications?

- A. A unique classification may be created in Oracle Sales Cloud and it may contain

hierarchical relationships.

B. Unique classification schemes may be created, but will not be available as a territory dimension In Oracle Sales Cloud.

C. Oracle Sales Cloud comes with standard classifications, such as SIC and NAICS, and unique classification schemes may not be created.

D. You must first create a lookup type (choice list) for a unique classification scheme.

E. It is possible to create a unique classification scheme only by re-purposing one of the existing classification schemes.

Answer: E

Question No : 21

Your company has deployed Territory Management and asked the administrator to enable the dimensions in the territory definition by using data warehousing.

Identify the correct sequence of activities:

1. Populate the visibility settings in data warehouse by running ETL
2. Identify the dimension members to be made visible for territory definition In Territory Management.
3. Synchronize the Territory Management stage environment with the data source.
4. Populate the data warehouse with dimension members and transactional data.

A. 2, 3, 1, 4

B. 4, 2, 1, 3

C. 1, 4, 2, 3

D. 2, 1, 4, 3

E. 3, 2, 1, 4

Answer: B

Question No : 22

What feature in sales forecast allows salespeople to manually include or exclude a item or forecast items from the sales forecast?