1Z0-425 Q&As

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

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

Correct Answer: ACD

QUESTION 2

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.

Correct Answer: CE

QUESTION 3

You are the administrator in charge of Oracle Fusion CRM configuration. When your company decides to expand their market to other countries, you are asked to create a new role in the 20 Identify the 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.

Correct Answer: AE

QUESTION 4

Identify three lookup types that are required to manage Leads in Oracle Sales.

A. Manage Lead Status

B. Manage Time frames

C. Manage Resource Groups

D. Manage Ranks

E. Manage Resources

Correct Answer: ABD

QUESTION 5

Your company is evaluating the Oracle Fusion Sales application and has unique business requirements that require using custom objects as part of the implementation.

Which three Oracle Fusion applications support custom objects as part of the implementation?

A. Oracle Fusion Common CRM

B. Oracle Fusion Customer Center

C. Oracle Fusion Sales

D. Oracle Fusion Marketing

E. Oracle Fusion Sales catalog

Correct Answer: BCD

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