



# 1Z0-425<sup>Q&As</sup>

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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### QUESTION 1

Oracle Fusion Territory management is used in an organization to assign sales accounts, leaders, and opportunities. It is also used to generate Business Intelligence reports.

Identify three territory management-related setup tasks that have to be performed by the territory administrator while configuring territories.

- A. Identify visible members.
- B. Enable dimensions and metrics.
- C. Quota
- D. Lookups
- E. Forecast

Correct Answer: ABC

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### QUESTION 2

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.

Correct Answer: BE

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### QUESTION 3

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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#### QUESTION 4

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.

Correct Answer: E

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#### QUESTION 5

When creating a sales method, what does the value of the Close Window field determine?

- A. The maximum number of days that an opportunity can stay in any Sales Stage.
- B. The number of days added to the current date that will set the initial Close Date of an Opportunity.
- C. The number of days before an Opportunity will automatically move to the Closed status
- D. The size of the revenue variation

Correct Answer: B

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