1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

How would you configure the regional area (left side panel) of the Customer Center for all users?

A. Use the Functional Setup manager Task of manage Customer Tree.

B. Access an Account record and click the Manage Customer Tree action.

C. It is not possible to configure the Customer Tree for all users.

D. Right-click within the Navigator panel to modify the regional UI.

Correct Answer: D

QUESTION 2

Identify the three true statements about the Cube in territory Management.

A. It is a product of enabled dimensions.

B. It is a product of dimension members defined for territories.

C. It never enables the metrics information for territories.

D. It enables the metrics information for territories.

E. It is not a product of dimension members defined for territories.

Correct Answer: ABD

QUESTION 3

A company makers and sells widgets. After creating the appropriate products and catalogs, the customer decides to only ship products within the USA. The customer also wants to display the number of available widgets in stock in order to prevent a conflict between sales and the available stock.

Identify the two function specification changes you would make to meet the customer\\'s requirements.

A. Set the Availability Engine to Quick Availability.

B. Set the Availability Engine to Detail Availability.

C. Set the Pricing Engine to Complex.

D. Set the Eligibility Engine to Run and Hide.

E. Set the territory Engine to Do Not Run.

Correct Answer: BD

QUESTION 4

A customer has developed the Oracle sales lead module for their lead management activities. The customer wants to use assessment templates to follow up on qualified leads to gather additional information from customers/prospects, and to provide consistent guidance to sales resources to move the leads further along the sales cycle.

What are the three points to be considered while creating the assessment templates?

A. Ratings

B. Responses and interactions

C. Questions, question groups and weightages

D. Sales methodology

E. Task templates

Correct Answer: ACE

QUESTION 5

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.

Correct Answer: ABD

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