



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

You are implementing Oracle Fusion CRM for your company. Currently you are configuring the Assignment Manager. Your company wants to assign territories to a sales lead where the Territory Program ID is the same as the Sales Lead Program ID.

Select the mapping that you will configure to meet this requirement.

- A. Dimension mapping
- B. Attribute mapping
- C. Literal mapping
- D. static mapping
- E. Dynamic mapping

Correct Answer: B

QUESTION 2

Which four actions should you perform in order to use the sales catalog to its fullest potential?

- A. Associate an image for the sales catalog.
- B. Create and include promotions within the sales catalog.
- C. Sort the products within the sales catalog by quantity.
- D. Create and include product groups within the sales catalog.
- E. Create and include sales catalogs within the product group.
- F. Relate product groups to other product groups.

Correct Answer: ABDF

QUESTION 3

As an implementation consultant, you are asked to define a customer-specific template for all quota batch process outputs.

Which tool would you use to customize quota batch process output templates?

- A. Oracle BI Publisher
- B. Oracle Essbase Server
- C. Oracle BI Answers



D. Oracle Reports

E. Oracle XDK

Correct Answer: A

QUESTION 4

A college runs an export job. Which statement is true?

A. The college can download the export file.

B. You are able to download the colleague's export file.

C. You are able to view the colleague's export file but cannot download it.

D. Both can view each other's export files.

Correct Answer: C

QUESTION 5

In the territory management module, dimension parameters are used to refine the definition of each dimension so that it meets business requirements.

Which two dimensions use parameters to control the number of visible levels in the dimensional hierarchy?

A. Product

B. Time

C. Industry

D. Account type

E. Customer Size

Correct Answer: AB

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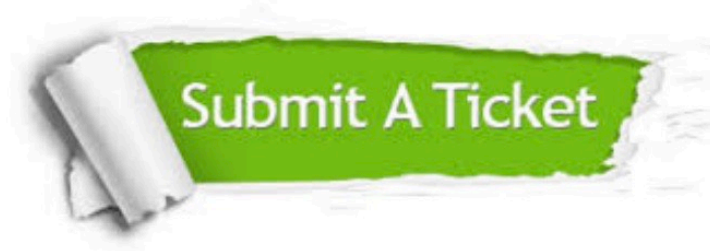
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