# 1Z0-970<sup>Q&As</sup>

## Oracle Sales Cloud 2017 Implementation Essentials

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**QUESTION 1**

Which three steps should you perform to import data using the predefined templates from the File-Based Data Import tool? (Choose three.)

A. Create your own template from scratch based on your requirement.

B. Understand the import templates.

C. Adapt the import templates to your needs.

D. Download templates you can use for import.

Correct Answer: BCD

Reference https://docs.oracle.com/en/cloud/saas/applications-common/r13-update17d/oafdi/importing-data-from-afile.html#OAFDI1373086

**QUESTION 2**

When you are working in an active sandbox, which three actions can you perform? (Choose three.)

A. Create object workflows.

B. Exit or publish the sandbox.

C. Extend the underlying data model by creating custom objects and fields.

D. Create custom subject areas to design reports in BI Composer and BI Answers by setting the profile option to ZCX_ENABLE_CSA_SANDBOX_Y_N = No.

E. Generate artifacts to import and export data.

Correct Answer: ABE

**QUESTION 3**

After defining the geography structure of a country, which three steps should be performed in order to create addresses?

A. If you are using geography data other than Nokia, import it by using the Import option of the Manage Geographies task.

B. Check if Nokia data is available for the required country and import the data by using the Import Nokia Data option in the Actions menu.

C. If you are using geography data other than Nokia, import it by using the Manage File Import Activities task.

D. For any geography data, validate the geography hierarchy data by using the Manage Geography Hierarchy option from the Actions menu in the Manage Geographies task.

E. Configure geography validation in the Manage Geographies task to determine geography behavior during the process of address creation or update.

Correct Answer: ABE

Reference https://docs.oracle.com/en/cloud/saas/customer-data-management/r13-update17d/faudm/importinggeographies.html#FAUDM889714

**QUESTION 4**

The Sales Manager wants to add values to the adjustment reasons picklist. Which two options can the administrator use to fulfill this requirement? (Choose two.)

A. the ZSF_FCST_ADJUSTMENT_REASON option to modify the values

B. the Forecast Management Tool by accessing it via the Navigator

C. the Manage Adjustment Reason task to set the field to Revenue and Non-Revenue

D. the Manage Standard Lookups task to select the Forecast Adjustment Reason values

Correct Answer: BD

**QUESTION 5**

The customization level is set to Extensible on a lookup type. Identity two actions that can be done on a lookup type during implementation. (Choose two.)

A. Update target module for a lookup type

B. Update start date of a non-predefined code

C. Delete a lookup type

D. Insert new code to a lookup type

E. Delete predefined codes in a lookup type

Correct Answer: BD

Reference https://docs.oracle.com/cloud/farel12/common/OACTS/OACTS1492790.htm#OACTS1492745

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