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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Identify two criteria that must be met for salespeople to submit their forecasts. (Choose two.)

A. forecast past forecast due date

B. territory freeze date past forecast due date

C. forecast before forecast due date

D. forecast before territory freeze day

E. forecast past territory freeze day

Correct Answer: AB

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm

QUESTION 2

Which three non-production related activities for managing the Sales Cloud implementation lifecycle are supported by the test environment? (Choose three.)

A. Familiarization and prototyping through conference room pilots (CRPs)

B. Contains Live data that is utilized for end users to perform day-to-day operations

C. Development and user acceptance testing of configurations and data loading prior to going live

D. Post Go live validation

E. Pre-upgrade validation

Correct Answer: ACE

Reference https://cloud.oracle.com/_downloads/WhitePaper_ERP_ImplLeadPract/Oracle-ERP-CloudImplementation-Leading-Practices-white-paper.pdf (11)

QUESTION 3

You are importing users through File Based Loader. After import you realized that few of the users are not appearing in Oracle Identity Management.

What is the first step you should do in order to fix this issue so that the remaining users appear in OIM?

A. Re-import the same import file for the remaining users.

B. Correct the employee work number if it has an extension.

C. Go to Manage Users and save the user record.

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D. Manually create the remaining users that are missed out during the file based load.

E. Run the process ?Send pending LDAP request

Correct Answer: C

QUESTION 4

Which statement is correct with regards to leads and opportunities?

A. Once a lead is converted to an opportunity, you can manually add multiple opportunities to it.

B. Lead to opportunity is a one-to-one relation, hence you cannot have one lead assigned to multiple opportunities.

C. You can have multiple leads associated with a single opportunity but not a single lead associated with multiple opportunities.

D. Once a lead is converted to an opportunity, you cannot associate another opportunity with it.

Correct Answer: A

QUESTION 5

What should you do when trying to evaluate if there are any conflicts in a territory structure?

A. You would be required to first run the Stage and Promote process.

B. Click the Conflict Resolution button from the Enable Dimensions and Metrics page.

C. You must first export the structure by clicking Actions, and then selecting Export to Excel.

D. Highlight the top-level territory, click Actions, and then select View Overlaps.

Correct Answer: A

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