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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users?

- A. Right-click within the Navigator panel to modify the regional UI.
- B. Access an Account record and click the Manage Customer Tree action.
- C. Use the Functional Setup Manager Task of Manage Customer Tree.
- D. It is not possible to configure the Customer Tree for all users.

Correct Answer: A

QUESTION 2

You got a requirement from your customer to customize and personalize the page title and the page layout in the application. How will you fulfill this requirement?

- A. using Business Intelligence Composer
- B. using Page Composer
- C. using Oracle SOA Composer
- D. using Application Composer
- E. using Business Process Composer
- F. using User Interface Composer

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/using-page-composer-in-oracle-salescloud.html#OACEX1078554>

QUESTION 3

The marketing analyst launched two promotions and is analyzing the responses. The source codes of several treatments are identical. What happened?

- A. This is normal behavior. Source codes are based on the Combination of campaign, stage instance, and audience.
- B. This is normal behavior. Source codes are based on the combination of stage instance, audience and treatment.
- C. Source codes are defined by the end user in the Manage Multistage Campaign task.
- D. Source codes in the Review Marketing Source Codes task were customized.

Correct Answer: A

QUESTION 4

Your customer wants to track the change history of the Opportunity business object. After setting the audit level of the Sales Cloud Application to "Auditing", you still cannot see any audit log.

Which configuration step must be completed to achieve this requirement?

- A. Defining the logging path
- B. Defining the users that are going to be audited
- C. Selecting the Opportunity business object and the attributes that you want to log
- D. Setting the log event level to 5
- E. Selecting the events that you want to log

Correct Answer: B

QUESTION 5

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

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