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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

You were asked to define an object trigger to extend the standard processing logic of the opportunity record creation.

Identify two recommendations to prevent performance degradation. (Choose two.)

A. Do not exceed 10 triggers per object.

B. Use validation logic inside triggers whenever possible.

C. When querying objects programmatically within a Groovy trigger, select efficient view criteria to avoid limiting the underlying query.

D. Minimize the number of triggers on an object by combining logically-related fields inside a single trigger.

E. Always use newView() API inside triggers. The usage of newView() API will always kept your performance optimal.

Correct Answer: BC

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

When a salesperson updates a revenue item in an opportunity, the unsubmitted, unadjusted forecast is automatically updated to reflect the change.

Identify the correct sequence of activities performed during this process.

A. Create new forecast items for transactions that meet forecast criteria, and update forecast items that no longer meet the forecast criteria.

B. Create new forecast items for transactions that meet forecast criteria, update existing forecast items, and remove forecast items that no longer meet forecast criteria.

C. Update existing forecast items, and update forecast items that no longer meet forecast criteria.

D. Create new forecast items for transactions that meet forecast criteria, remove existing forecast items, and update forecast items that no longer meet the forecast criteria.

E. Create new forecast items for transactions that meet forecast criteria, and remove existing forecast items.

Correct Answer: B

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upforecasting.html#OASAL149599

QUESTION 4

After creating custom fields for opportunities, you are ready to import legacy data into the Fusion system. Which step is necessary before the opportunity data can be imported?

A. Navigate to the Application Composer. Click the Refresh button in the Custom Objects section.

B. Navigate to the Application Composer and click the Generate button in the Import and Export section.

C. Navigate to the task: Manage Import/Export For Custom Fields. Click the Synchronize button.

D. Navigate to the Application Composer. Select the Enable Import/Export check box for each custom field in the Import / Export section.

E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Correct Answer: D

QUESTION 5

You made some changes to the mapping for converting leads to an opportunity, but you missed mapping the entity "Opportunity Team Member". What happens?

A. The opportunity is created but is not visible to users.

B. The opportunity is created, but only the primary member of the sales team is copied to the opportunity.

C. The opportunity is created with an empty sales team.

D. The lead conversion fails with a mapping error.

E. The lead conversion procedure ends with a timeout error because of a loop reference.

Correct Answer: A

QUESTION 6

Which three options are mandatory procedures to consider in migration planning? (Choose three.)

A. Lock all the configuration data in the test environment.

B. Review all the customizations and configuration performed in the test environment.

C. Define which data should be migrated from the test environment.

D. Check if there are no configuration records at all in the production environment.

E. Verify if both environments are in the same release and patch bundle.

Correct Answer: BCE

QUESTION 7

When using web services to create an Account, how will a developer structure the CreateSalesParty payload so that the provided resource is set as the owner of the sales account?

A. While creating the Account by using the CreateSalesParty services, setting the SalesAccountResource field would set the specific resource as the owner of the account.

B. While creating the Account by using the CreateSalesParty services, setting the AccountDirectorId in the SalesAccount object would set the specific resource as the owner of the account.

C. While creating the Account by using the CreateSalesParty services, setting the CreateBy field would set the specific resource as the owner of the account.

D. The logged in user is defaulted as the owner of the sales account.

Correct Answer: A

QUESTION 8

OSC Party Export provides information about _____.

A. all Organizations and Contacts

B. all Organizations, Contacts, and Users

C. all users

D. all Organizations

Correct Answer: D

Reference https://docs.oracle.com/en/cloud/saas/customer-data-management/r13-update17d/faudm/managing-partyinformation.html#FAUDM598171

QUESTION 9

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

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QUESTION 10

Your customer has thousands of products and would like to migrate from his legacy system to Oracle Sales Cloud. Which statement is true regarding Importing Product Groups?

A. The import procedures are covered in the topic, Importing Product Groups.

B. You\\'ll create only the root group in the UI and import the rest.

C. You\\'ll create all of the subgroups (under the root group) manually in the UI.

D. You can directly import an entire product group along with a root group.

Correct Answer: B

Reference https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/ F1287486AN1365A.htm

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QUESTION 11

What feature in sales forecast allows salespeople to manually include or exclude a revenue item for forecast item from the sales forecast?

A. Forecast metric

B. Forecast Explicit Update

C. Forecast Criteria Override

D. Territory Re-alignment

E. Forecast Criteria Rollup

Correct Answer: A

QUESTION 12

Which is the correct navigation to set up sales prediction rules?

![Pass2Lead](https://Pass2Lead.com)
A. Log in as an Administrator > Sales > Recommendations > Manage sales predication rules > Create recommendations B. Log in as Sales Analyst > Sales > Recommendations > Manage rules > Create recommendations

C. Log in as Sales Analyst > Setup and Maintenance > Manage sales predication rules > Create recommendations

D. Log in as an Administrator > Setup and Maintenance > Manage rules task > Create recommendations

Correct Answer: B

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/fastg/using-sales-prediction.html

QUESTION 13

Identify two activities that the Refresh Forecast process performs during a sales forecast. (Choose two.)

A. It keeps future unfrozen forecast synchronized with the current opportunity data.

B. It updates the latest changes to the territory hierarchy.

C. It verifies that the opportunities are present with revenue line items, and notifies the user if the revenue line items are missing.

D. It keeps the forecast items that no longer meet forecast criteria.

E. It ensures that the forecasting schedule is generated and has the correct due date.

Correct Answer: AB

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

QUESTION 14

Which four options are copied when you copy an opportunity? (Choose four.)

A. Sales credits, including recipients, amounts, and percentages

B. Assessments, Attachments, Deal registrations

C. Revenue information, such as quantity, unit price, revenue amount, and the like

D. Notes, tasks, Appointments

E. Opportunity header attributes, including standard and custom fields

F. Schedule information and the underlying scheduled transactions

Correct Answer: ACEF

Reference https://docs.oracle.com/en/cloud/saas/sales/18b/fastg/managingopportunities.html#FASTG14171

QUESTION 15

![Pass2Lead](https://Pass2Lead.com)
Identify the correct statement related to adjusting threshold in sales quota.

A. The territory owner can allocate the adjusted territory quota to child territories only in certain conditions.

B. Compensation plan gets automatically updated based on adjustment threshold in sales quota.

C. The territory owner can allocate the adjusted territory quota to child territories.

D. The territory owner cannot allocate the adjusted territory quota to child territories.

E. The territory owner can allocate the adjusted territory quota to child territories only in the next financial cycle.

Correct Answer: C

Reference https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-up-quotas.html#OASAL54650

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