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1Z0-1014 EXAM

Oracle Sales Cloud 2018 Implementation Essentials Exam

Product: Demo File

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Question: 1

Your customer wants to extend his sales model for the entire country. They want to promote 12 products in all 45 states (distributed in 4 zones: North, West, East and South). The customer wants to measure the behavior of closed opportunities and their quotas in the associated territories for each product in each of the states.
How would you configure this?

A. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone
+ Product), and for each, create State child territories.
B. Create a territory hierarchy with a principal territory (Country) and the first child territories (Products), and for each, create Zone + State child territories.
C. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone
+ State), and for each, create Product child territories.
D. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zones), and for each, create State + Product child territories.

Answer: D

Question: 2

Which three key features of the competitor's module are available for you to configure in Oracle Sales Cloud? (Choose three.)

A. Products: Track all product groups that a competitor is associated with and view customers buying competitor products.
B. External Experts: Leverage external organization experts who have knowledge about the associated competitor.
C. Industries and geography: View all industries and geographies where the competitors are doing business.
D. Competitor profile: Stores several aspects of competitors including name, stock symbol, company URL, organization size, D-U-N-S information, and more.

Answer: A, C, D

Reference:
https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159749AN1A3C5.htm

Question: 3

Which three statements are true about a competitor in Oracle Sales Cloud? (Choose three.)

A. A competitor can be associated at both the header and the revenue line levels.
B. A competitor can be associated with opportunities.
C. A competitor can be associated with partners.
D. A competitor can be associated with leads.
E. A competitor can have a one-to-many relationship with opportunities.

Answer: A, B, D

Question: 4

If three lines of business require different ways to segment customers, which configuration scenario should you follow?

A. The requirement is not feasible, because Oracle Sales Cloud does not allow more than one classification per account.
B. Adding standard auxiliary classification fields
C. Configuring additional child objects
D. Using hierarchical dimensions for reporting
E. Adding additional names as necessary

Answer: B

Question: 5

What is the out-of-the-box visibility of accounts for sales reps?

A. Sales reps can view all accounts and edit accounts if they are on the account team.
B. Sales reps can view, edit, and delete all accounts.
C. Sales reps can view accounts only if they are owners or are on the Sales team.
D. Sales reps have no access to accounts unless they are on the Account Territory team.

Answer: C

Question: 6

You have several consultants working on your implementation in parallel in different sandboxes. Which three steps would you perform to ensure effective customization? (Choose three.)

A. Publish sandboxes before patching events.
B. Publish sandboxes after patching events.
C. Log out and log back in again after a sandbox event (creating, publishing, or existing a sandbox), to clear any user-level caching and ensure that you are working with the latest configurations.
D. Follow this sequence when customizing: Create sandboxes for UI customizations first, then for objects, and finally for the relationships of those objects.
E. Follow this sequence when customizing: Create sandboxes for objects first, then for the relationships of those objects, and finally for UI customizations.

Answer: B,C,E

Question: 6

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.

Answer: A

Question: 7

Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge.
Identify three territory dimensions that need to be used for an optimal territory definition. (Choose three.)

A. Geography
B. Product
C. Industry
D. Account
E. Customer Size

Answer: A, B, C

Reference:
https://cloud.oracle.com/opc/saas/datasheets/oracle-sales-cloud-territory-management-ds.pdf

Question: 8

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.

Answer: A, B

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

Question: 9

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

Answer: B, D

Question: 10

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

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

Answer: B

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

Question: 11

Identify an important prerequisite check that you should perform before importing product groups by using File-Based Import.

A. whether all the product groups that are to be imported already exist in the production instance

B. whether all the required data values are configured and imported in the production instance

C. whether the Sales Cloud was customized to capture additional attributes and whether the customizations have already been migrated

D. whether all the products related to the products groups to be imported already exist in the production instance

Answer: C

Reference:
https://docs.oracle.com/cloud/farel12/salescs_gs/FAEIM/FAEIM1006441.htm#FAEIM1006409

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