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Oracle Revenue Management Cloud Service 2020 Implementation Essentials

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QUESTION 1

A furniture store is running a promotion for a toaster with the purchase of a sofa or chair set. Data about the free toaster is not captured in any upstream application. How should you handle this scenario In Revenue Management?

- A. Ignore the performance obligation for the toaster because it was free of cost to the customer.
- B. Define an Implied Performance Obligation Template to automatically add a performance obligation for the toaster.
- C. Create the performance obligation for the toaster manually.
- D. Define an adhoc rule in the Revenue Price Profile to include the toaster.

Correct Answer: B

QUESTION 2

Given the Standalone Selling Price Profile combines all the key setup attributes of pricing Into one place, you create all standalone selling prices from the Standalone Selling Price Profiles for all Items or groups of items.

Which three setup attributes are part of a Standalone Selling Price Profile?

- A. Observed Standalone Selling Prices
- B. Estimated Standalone Selling Prices
- C. Pricing Dimension Assignment
- D. SSP Tolerance Usage E. Items

Correct Answer: ABC

QUESTION 3

Which configuration component is Source Document Type NOT connected to?

- A. Revenue Management System Options
- B. Performance Obligation Template
- C. Contract Identification Rules
- D. Revenue Price Profile
- E. Performance Obligation Identification Rules

Correct Answer: D

QUESTION 4



The Contracts Requiring Attention user Interface has three tabs: Pending Review, Pending Allocation, and Pending Revenue Recognition.

What would cause a contract to be In the Pending Review tab?

- A. The total Transaction Price is over the user-defined threshold amount.
- B. The contract is missing standalone selling prices at the promised detail level or at obligation level.
- C. The contract is missing satisfaction events.
- D. The contract is missing Billing data.

Correct Answer: A

Explanation: Accounting contracts with a total transaction price that is greater than the user-defined threshold amount you defined in your system options. Contracts in this list are significant value contracts.

Reference:

https://docs.oracle.com/cloud/farel12/financialscs_gs/FAOFC/FAOFC2288367.htm#FAOF_C2288367

QUESTION 5

Which three tasks are associated with defining a Pricing Dimension Structure?

- A. Define up to 30 segments and name them.
- B. Define up to 20 segments and name them.
- C. Analyze pricing policies across products and services.
- D. Create multiple instances for a given Pricing Dimension Structure.
- E. Include user friendly prompts for each segment.
- F. Assign required segment labels to each segment.

Correct Answer: ACF

Reference: https://docs.oracle.com/cloud/farel12/financialscs_gs/FAIRP/FAIRP2288193.htm#FAIRP20_10696

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