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Oracle Revenue Management Cloud Service 2019 Implementation Essentials

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QUESTION 1

After analyzing sales documents for your organization, you conclude that it will be appropriate to group transaction lines by customer to create contracts In Revenue Management.

Which predefined Contract Identification Rule can be used in this case?

- A. Identify Customer Contract Based on Party
- B. Identify Customer Contract Based on Source Document Line
- C. Identify Customer Contract Based on Source Document
- D. Identify Customer Contract Based on Source System

Correct Answer: C

Reference: https://docs.oracle.com/cloud/farel12/financialscs_gs/FAIRP/FAIRP2288193.htm#FAIRP24_33444

QUESTION 2

A pricing dimension segment value combination is one of the factors to determine standalone selling prices. This combination is based on the pricing dimension assignment setup.

What does the pricing dimension assignment match the pricing dimension segment combination to?

- A. pricing bands
- B. a pricing dimension structure
- C. the source document types
- D. a pricing dimension structure instance

Correct Answer: A

QUESTION 3

In Revenue Management the Selling Amount and Allocated Amount may be different. How does Revenue Management account for this difference?

- A. It tracks the difference in a Discount Allocation Account at the contract line level.
- B. It tracks the difference in a Write-off Allocation Account at the contract level.
- C. It tracks the difference In a Discount Allocation Account at the contract level.
- D. It Tracks the difference in a Write-Off Allocation Account at the contract line level.

Correct Answer: A



QUESTION 4

Which statement is NOT applicable to Performance Obligation Templates?

- A. Oracle delivers three predefined Performance Obligation Templates,
- B. Performance Obligation Templates are specific to the business and cannot be predefined.
- C. Performance Obligation Templates take precedence over Performance Obligation Rules.
- D. Performance Obligation Templates can be associated to a Revenue Price Profile.

Correct Answer: A

QUESTION 5

What are two major changes when comparing the new revenue recognition guidance under ASC 606 and IFRS 15 versus the old standard?

- A. Revenue and performance obligation liabilities are not dependent on billing.
- B. Revenue can be recognized for performance obligations only using the "Point in Time" approach.
- C. Pricing estimates cannot be used in the absence of pricing data.
- D. Expected consideration value is applicable to all industries.

Correct Answer: CD

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