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QUESTION 1

What is the difference between Prospective and Spend authorized suppliers?

- A. Prospective suppliers are limited to purchase orders, whereas both purchase order and agreement can be created for Spend authorized suppliers.
- B. Prospective suppliers are suggested by internal users, whereas Spend authorized suppliers are registered externally.
- C. Prospective suppliers are limited to sourcing and qualification activities, whereas Spend authorized suppliers are limited to purchase orders and agreements.
- D. Prospective suppliers can participate in Sourcing activities only, whereas Spend authorized suppliers can participate in all Procure-to-Pay activities.

Correct Answer: C

Prospective suppliers have a restricted level of access. They can participate in supplier qualification initiatives, and they can view and respond to negotiations. Prospective suppliers are identified within the application by an icon that indicates their prospective status. If the category manager decides to award business to a prospective supplier who responded to a negotiation, that supplier will need to be authorized in the application to conduct spend transactions with the buying organization before a purchase document can be created for that supplier. Spend authorization requires a more complete level of information about the supplier and is subject to approval by the supplier manager. Once the supplier is approved for spend operations, they have access to all the normal capabilities of the application. References:

Oracle Procurement Cloud Using Procurement (Release 9), page 239

QUESTION 2

Which seeded role needs to be associated with the supplier user account so that a supplier can respond to the invited negotiations?

- A. Supplier Bidder
- B. Supplier Customer service representative
- C. Supplier Contract Manager
- D. Supplier Self Service Administrator
- E. Supplier Sales Representative

Correct Answer: E

QUESTION 3

An organization implementing Supplier Qualification Management has multiple procurement business units: PR BU1, PR BU2, and PR BU3. The Corporate head office (CORP BU) is also defined as one of the procurement business units.



The organization wants to maintain and manage the Qualification area-A for use by all the procurement business units, but wants the Qualification area-B to be used only by CORP BU and PR BU1.

Identify two setups to fulfill this requirement. (Choose two.)

- A. Create the Qualification area-A in PR BU2 and select PR BU3.
- B. Create the Qualification area-B in CORP BU and select PR BU1.
- C. Create the Qualification area-A in CORP and select the "Global" check box.
- D. Create the question in CORP BU and select the "Global" check box.
- E. Create the Qualification area-B in CORP BU and select the "Global" check box.

Correct Answer: BC

References:

Oracle Procurement Cloud Using Procurement (Release 9), page 57

QUESTION 4

During the implementation, your customer wants to understand the key features of the two-stage Request For Quotation (RFQ) available in Oracle Sourcing Cloud. Identify three features of the two-stage RFQ. (Choose three.)

- A. Open Auctions
- B. Response Visibility Open
- C. Technical and Commercial Evaluation
- D. Two stage Evaluation
- E. Response Visibility Blind
- F. Response Visibility is always Sealed

Correct Answer: CDF

The two-stage RFQ process involves the submission by the suppliers of a technical quote and a commercial quote. The technical quotes are opened and evaluated first to determine a list of qualified suppliers, and only then are the commercial quotes of the qualified suppliers opened and evaluated. TWO STAGE RFQ Ensure impartial judgment of supplier responses in markets that require technical and commercial evaluation of proposals to be done independently. While suppliers submit their responses as a single bid package, category managers first analyze the technical merits of the proposal while the commercial aspects of the bid remain sealed. Commercial details of bids that pass the technical evaluation are disclosed in the second evaluation phase, while the details of failed bids remain sealed. Category managers enter surrogate responses on behalf of suppliers by submitting the technical terms of the proposal during the first stage of the negotiation, and only entering the commercial terms if the first stage evaluation is successful.

References:

See What's Coming in Oracle Procurement Cloud (Release 9), page 8

https://fusionhelp.oracle.com/helpPortal/topic/TopicId_P_EDADAB5CC7CF0747E040D30A68811553

**QUESTION 5**

You defined an Approved Supplier List (ASL) with a Blanket Purchase Agreement (BPA) for requisitions. After you submit a requisition with the BPA as a source document, you found an approved requisition and automatically created PO

(Purchase Order). However, the status of this PO was confirmed as "Incomplete" instead of "Open" as expected.

Identify two causes for this behavior. (Choose two.)

- A. The "Approval required for buyer modified lines" check box is deselected in the Configure Requisitioning Business Function.
- B. The "Enable negotiation approval" check box is deselected in the Configure Procurement Business Function.
- C. The "Automatically submit for approval" check box is deselected in the BPA that was referenced from the requisition.
- D. The "Allow Purchase Order Approval" check box is deselected in the Manage Approved Supplier List Status, which assigned ASL's status.

Correct Answer: AC

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