



# 1Z0-1065-23<sup>Q&As</sup>

Oracle Procurement Cloud 2023 Implementation Professional

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### QUESTION 1

When creating a negotiation, the category manager wants to send it to all supplier contacts for a supplier.

Which is the most efficient way to achieve this?

- A. Create the negotiation by using a negotiation style with the appropriate supplier control selected.
- B. Create a negotiation and send it to the supplier bidder contact for forward distribution.
- C. Create a negotiation and add each supplier contact to it.
- D. Create a negotiation by using a negotiation template with each supplier contact added.

Correct Answer: A

Explanation: The most efficient way to send a negotiation to all supplier contacts for a supplier is to use a negotiation style that has the supplier control option of "All supplier contacts" enabled. This option allows you to automatically include all

the contacts associated with a supplier when you add the supplier to the negotiation. You do not need to manually add each contact or rely on the supplier bidder contact to forward the negotiation. You can also create a negotiation template

with this option enabled and use it to create a negotiation.

References:

Examples of Negotiation Controls, Section 1: "Examples of Negotiation Controls", Subsection: "Supplier Controls"

Create Supplier Negotiations from Template, Section 1: "Create Supplier Negotiations from Template"

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### QUESTION 2

Which action is required to enable the supplier contacts of a parent company to respond to the negotiations of their subsidiaries?

- A. The parent supplier must be added to the subsidiary supplier profile.
- B. The subsidiary supplier must forward the negotiation to the parent company to respond.
- C. The subsidiary supplier must request the parent supplier contact be added to the negotiation.
- D. The parent supplier must be added to the negotiation.

Correct Answer: D

Explanation: To enable the supplier contacts of a parent company to respond to the negotiations of their subsidiaries, the parent supplier must be added to the negotiation as an invited supplier. This will allow the parent supplier contacts to access the negotiation through the Oracle Supplier Portal and submit responses on behalf of the subsidiary supplier. The parent supplier can also view and monitor the negotiation progress and status. The parent supplier must have an active supplier portal user account and the appropriate roles and privileges to participate in the negotiation. References: How You Invite Suppliers to Negotiations1 Oracle Supplier Negotiations2 Response to Negotiations3



### QUESTION 3

To streamline negotiation communication between your organization and your suppliers, you have opted in to the Share Enterprise Contracts feature in Supplier Portal.

Under which three conditions can you access this feature?

- A. The contract is in Under amendment status.
- B. The contract is of Sell intent.
- C. The contract is in Active status.
- D. The contract is of Buy intent.
- E. The contract is in Draft status.

Correct Answer: CDE

Explanation: The Share Enterprise Contracts feature in Supplier Portal allows you to share contracts with your suppliers and collaborate on contract terms and deliverables. You can access this feature under the following conditions:

The contract is in Active status: This means that the contract has been approved and accepted by both parties and is ready for execution. You can share the contract with your supplier to monitor the contract fulfillment and performance<sup>1</sup>.  
The

contract is of Buy intent: This means that the contract is a procurement contract that governs the purchase of goods or services from a supplier. You can share the contract with your supplier to negotiate the contract terms and conditions<sup>2</sup>.

The contract is in Draft status: This means that the contract has been created but not yet submitted for approval. You can share the contract with your supplier to solicit feedback and input on the contract content<sup>3</sup>.

References:

Share Contracts, Section 1: "Share Contracts"

Overview of Procurement Contracts, Section 1: "Overview of Procurement Contracts"

Create Procurement Contracts, Section 1: "Create Procurement Contracts"

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### QUESTION 4

Your customer is using Cloud Supplier Qualification Management and Procurement Sourcing. What three actions can the category manager take within a negotiation to solicit additional information from suppliers or internal users? (Choose three.)

- A. Solicit information in your negotiation that in addition to negotiation lines.
- B. Copy Supplier Qualification Questions in the negotiation as a requirement.
- C. Copy the Supplier Qualification Area and use it as a requirement section.
- D. Create reusable Supplier Qualification questions directly in the negotiation.



Correct Answer: BCD

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#### QUESTION 5

In Sourcing, on which option is the ranking based when you set Overall Ranking Method to "Composite scoring"?

- A. Assess suppliers on both pricing and external cost factors.
- B. Assess suppliers on both pricing and internal cost factors.
- C. Assess suppliers on both pricing and supplier eligibility.
- D. Assess suppliers on both pricing and qualitative aspects.

Correct Answer: D

Explanation: When you set the Overall Ranking Method to Composite scoring, you can assess suppliers on both pricing and qualitative aspects. Qualitative aspects include requirements such as technical capabilities, other commercial considerations, or risk. You can assign weights to requirement sections, including pricing, and calculate a composite score for each supplier based on their response amount and requirement scores. The composite score is a combination of the relative score for pricing and the weighted requirement score. The higher the composite score, the higher the overall rank. This way, you can rank suppliers not just based on the best pricing offered, but also on how well they meet your requirements. References: Rank Suppliers Based on Composite Score of Pricing and Requirements<sup>1</sup> Oracle Supplier Negotiations<sup>2</sup>

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