1Z0-219^{Q&As}

Siebel Customer Relationship Management (CRM) 8 Business Analyst

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QUESTION 1

Which object is the parent object in the object type hierarchy?

A. Applet User Prop

B. List

C. Applet

D. List Column

E. List Locale

Correct Answer: C

Reference: http://docs.oracle.com/cd/B40099_02/books/ConfigApps/ConfigApps_OverviewArch2.html

QUESTION 2

What is used to capture relationships between Siebel database tables?

A. Index

B. User key

C. Primary key

D. Foreign key

Correct Answer: D

QUESTION 3

Which three statements are true when running Assignment Manager in Interactive Mode?

A. It can be used to assign any assignment object by default.

B. The Assignment Manager creates a list of qualified employees for the assignment object.

C. A list of qualified employees is displayed to the user, sorted by the descending order of scores.

D. It automatically assigns the owner to the highest scoring candidate, but allows manual reassignment from the list of qualified employees.

E. It allows the user to select the desired candidate for the assignment.

Correct Answer: CDE

QUESTION 4

Customer Adaptive Forecasting is a new feature that:

A. allows sales representatives to roll up and submit forecasts to managers outside of their reporting hierarchy

B. allows sales managers to view forecasts from cross-functional teams across organizations

C. allows sales managers to roll up and submit forecasts to managers inside of their reporting hierarchy

D. both A and B

E. both A and C

Correct Answer: D

Reference: http://docs.oracle.com/cd/E16348_01/books/Forecast/Forecast_Setup20.html (first two bulleted points on the page)

QUESTION 5

A Siebel iHelp item is typically modified by:

A. end users

B. application administrators or business analysts

C. business automation administrators

D. developers or members of the Siebel implementation team

Correct Answer: A

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