

1Z0-412^{Q&As}

Oracle Eloqua Marketing Cloud Service 2013 Implementation Essentials

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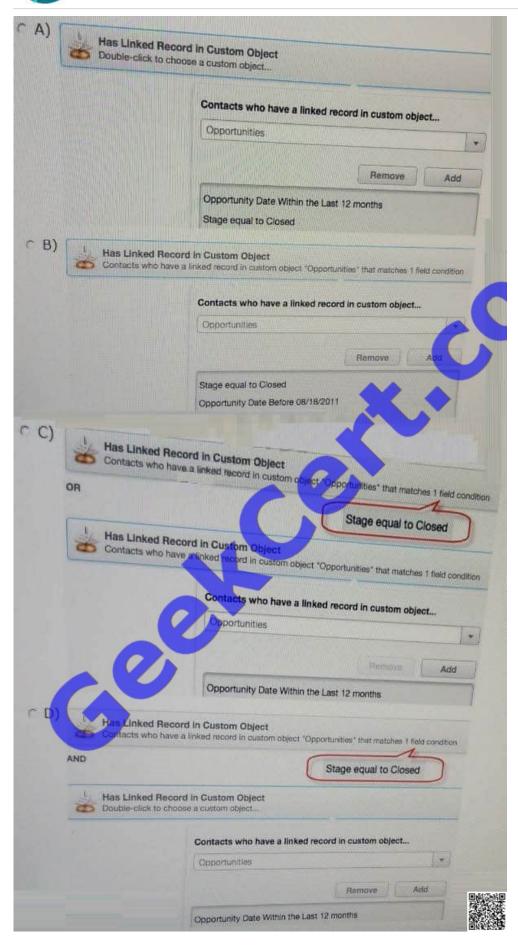
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QUESTION 1

What is the correct filter criteria to identify contacts that has an opportunity created within the last 12 months that is now closed?

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- A. Option A
- B. Option B
- C. Option C
- D. Option D

Correct Answer: B

QUESTION 2

Which three componentscan a field merge be added to?

- A. Email Header
- B. Signature Rule
- C. Email Subject Line
- D. Cloud Component
- E. Lead Score
- F. Form

Correct Answer: BCF

QUESTION 3

Which two statements are true about the integration between Eloqua and CRM?

- A. In outbound external calls, a single Eloqua field can be mapped to more than one CRM field.
- B. In an auto sync, a single CRM field can be mapped to multiple Eloqua fields.
- C. In outbound external calls, multiple Eloqua fields can be mapped to a single CRM field.
- D. Testing the "Create Lead" external call by using Test ExternalCall works only if the lead does not yet exist in the CRM system.
- E. If multiple contacts exist in CRM with the same email address and an Eloqua contact submits a form with this email address, Eloqua writes the form submit activity to all CRM contacts.

Correct Answer: BC

QUESTION 4

Which activity triggers an internal event in Eloqua?

A. Match rule evaluation



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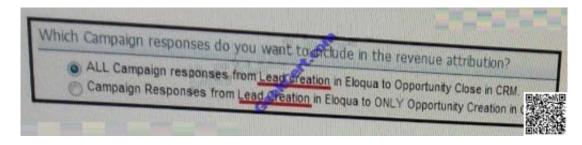
- B. Cloud Connector action step: Register with webinar provider
- C. High value page visit
- D. Segment creation

Correct Answer: B

Reference: http://docs.oracle.com/cloud/latest/marketingcs_gs/OMCBA.pdf

QUESTION 5

Refer to the exhibit.



What does Lead Creation refer to?

- A. The Eloqua contact has a linked visitor profile.
- B. The Eloqua contact is associated to a CRM Opportunity.
- C. The Eloqua contact has responded to an Eloqua campaign.
- D. The Eloqua contact record has a value in the CRM Lead ID field.

Correct Answer: B

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