



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

Identify three lookup types that are required to manage Oracle Fusion Sales Lead Management?

- A. Manage Lead Status
- B. Manage Time frames
- C. Manage Resource Groups
- D. Manage Ranks
- E. Manage Resources

Correct Answer: ABD

QUESTION 2

Which two Customer Center Profile Options would be used to automatically assign Territories to Sales Accounts?

- A. ZCA_SA_AUTO_ASSIGN_ON_CREATE D
- B. ZCA_SA_TERRITORY_ASSIGNMENT D
- C. ZCA_SA_AUTO_ASSIGN_ON_UPDATE
- D. MOO_AUTO_ASSIGN
- E. None. Territories must be manually assigned to Sales Accounts.

Correct Answer: D

QUESTION 3

Your company has purchased and implemented Fusion Sales. During Beta testing, your company received feedback that a button in the sales catalog is unclear and confusing. You have been assigned to re-label the text in every button instance.

Identify the two steps that you will take to accomplish this task.

- A. Navigate to the Product Group Administration page and use Usage Functions to override the button label.
- B. Navigate to the Product Group Administration > Display Options tab to Specify the product group to be updated.
- C. Set the visibility level to Site.
- D. Navigate to the Setup and Maintenance Overview page > Manage Product Group Lookups page Add a new button label value by using Add item Label Values.
- E. Access the Oracle Composer by navigating to a page that displays the button. Select Administration > Customize from Fusion's global area.



Correct Answer: BD

QUESTION 4

Identify two activities that the Refresh Forecast process performs during a sales forecast.

- A. updates the latest changes to the territory hierarchy
- B. ensures that the forecasting schedule is generated and has the correct due date
- C. keeps future unfrozen forecast synchronized with the current opportunity data
- D. verifies that the opportunities are present with revenue line items, and notifies the user if the revenue line items are missing
- E. keeps the forecast items that no longer meet forecast criteria

Correct Answer: BC

QUESTION 5

In the territory management module, dimension parameters are used to refine the definition of each dimension so that it meets business requirements.

Which two dimensions use parameters to control the number of visible levels in the dimensional hierarchy?

- A. Product
- B. Time
- C. Industry
- D. Account type
- E. Customer Size

Correct Answer: AB

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