1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

For an existing lead to be used in a sales campaign, what must it contain?

A. An Account

B. A Product

C. An Opportunity

D. A Contact

Correct Answer: D

QUESTION 2

What should you do when trying to evaluate if there are any conflicts in a territory structure?

A. Highlight the top-level territory, click Actions, and then select "View Overlaps".

B. Lick the conflict resolution button from the Enable Dimensions and metrics page.

C. You would be required to first run the stage and promote process.

D. You must first export the structure by clicking Actions, and then selecting "export to Excel."

Correct Answer: A

QUESTION 3

The design team would like to make changes to the Sales dashboard for the sales VP in Oracle Fusion Sales.

What is the navigation path to make the changes?

A. Oracle Composer > Sales Dashboard > Customize Home Pages > Sales VP

B. Sales Dashboard > Administration > Customize Home Pages > Job Role

C. Administration > Oracle Composer > Personalization > Sales Account Region

D. Sales Dashboard > Personalization > Customization Manager > Job Role

E. Sales Dashboard > Administration > Customization Manager > Sales VP

Correct Answer: E

QUESTION 4

Identity the attributes that need to be defined while configuring sales stage in a sales methodology.

A. Phase, Order, Duration mid Stalled Deal Limit.

B. Phase, Order, Duration and Opportunity Status

C. Phase, Win probability Range, Opportunity Status

D. Phase, Order, Win Probability Range, Duration and Stalled Deal Limit

E. Status, Order, Win Probability Range\ Duration and Stalled Deal

Correct Answer: A

QUESTION 5

What are the three types of Marketing Campaigns found in Oracle Sales Cloud?

A. Mini, Catalog, and Sales Campaign

B. Multi-Stage, Catalog, and Mini Campaign

C. Channel, Multi-Stage, and Opportunity Campaign

D. Mini, Multi-Stage, and Sales Campaign

Correct Answer: B

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