



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

You have created a few custom fields on the opportunity object in application composer but you do not see them on the import mapping screen.

why?

- A. The custom fields for opportunity are available under a different object called opportunityExtn.
- B. You have published your sandbox.
- C. You have not generated the artifacts.
- D. You have not used the customization migration function.

Correct Answer: B

QUESTION 2

Which tool within Oracle Fusion CRM enables business analysts and administrators to customize and extend Oracle Fusion CRM applications, reports, and analytics changes directly from the Fusion CRM application?

- A. Oracle Composer
- B. Oracle Application Composer
- C. Setup and Maintenance
- D. Reports and Analytics
- E. Customization Manager

Correct Answer: B

QUESTION 3

You are the marketing operations manager for a large manufacturing company. The VP of sales has requested you to export the key sales opportunities for a particular marketing campaign.

Identify the statement with respect to security of objects and records during the export process.

- A. The list of objects and records available for export is not limited by security policies.
- B. The list of objects available for export is not limited by security policies.
- C. The list of records available for export is not limited by security policies.
- D. The list of objects and records available for export is limited by security policies.



E. The list of objects and records available for export is limited by responsibilities.

Correct Answer: D

QUESTION 4

When a sales person updates a revenue item in an opportunity, the unsubmitted, unadjusted forecast automatically updated to reflect the change.

Identify the correct sequence of activities performed during this process.

- A. Create new forecast item for transactions that meet forecast criteria, and remove existing.
- B. Create new forecast items for transactions that meet forecast criteria, update existing forecast items, and remove forecast items that no longer meet forecast criteria.
- C. Create new forecast items for transactions that meet forecast criteria, and update forecast Items that no longer meet the forecast criteria.
- D. Update existing forecast items, and update forecast Items that no longer meet forecast criteria.
- E. Create new forecast item for transactions that meet forecast criteria, remove existing forecast items, and update forecast items that no longer meet the forecast criteria.

Correct Answer: B

QUESTION 5

How are the default forecasting options set?

- A. Quarterly forecast, 3 periods within the Quarter, Freeze date: 5 days after the start of the forecast periods, criteria override, and closed revenue metrics
- B. Quarterly Forecast, 3 periods within the Quarter, and Freeze date: 5 days after the starts of the forecast periods and 30 days before the forecast due date
- C. Monthly forecast, 3 periods within the quarter, Freeze date: 5 days after the start of the forecast periods, and criteria override
- D. There are no Default Forecasting options

Correct Answer: C

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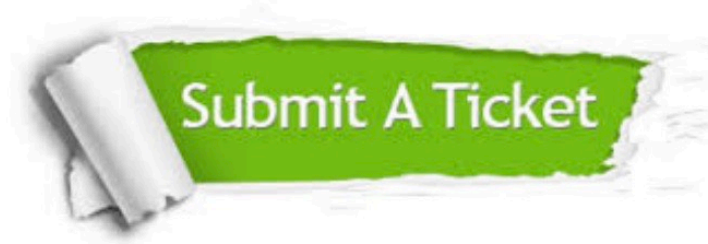
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