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Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

In Data Quality Management, for which three entities are real-time and batch matching available?

- A. Organization
- B. Opportunity
- C. Person
- D. Lead
- E. Location

Correct Answer: ACE

QUESTION 2

A college runs an export job. Which statement is true?

- A. The college can download the export file.
- B. You are able to download the colleague's export file.
- C. You are able to view the colleague's export file but cannot download it.
- D. Both can view each other's export files.

Correct Answer: C

QUESTION 3

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 4

You are the Fusion administrator at your company, which has decided to expand their operations.

Which two steps must be performed in order to edit the Resource Organization Hierarchy and incorporate the company's development?

- A. Make the changes directly to the Resource Organization Hierarchy.
- B. Create a new version of the Resource Organization Hierarchy, and set a date for automatic activation.
- C. The current Resource Organization Hierarchy can't be edited; copy the hierarchy, modify the copy and set it as Active.
- D. The current Resource Organization Hierarchy should first be archived.
- E. The current Resource Organization Hierarchy should first be deleted.

Correct Answer: AB

QUESTION 5

You are working as a consultant for a company that is upgrading to Oracle Fusion CRM. Currently, you are configuring the Fusion Assignment Objects. After meeting with the customer, they have decided that they would like the leads assignment object to send leads based on customer size to specific territories.

Select the true statement.

- A. This can't be done because assignment objects contain work objects, but not candidate objects.
- B. This can't be done because assignment objects contain candidate objects, but not work objects.
- C. This can't be done because assignment objects can contain candidate objects or work objects, but not both.
- D. This can't be done because assignment objects can contain both candidate objects and work objects, but can't limit by customer size.
- E. This scenario can be successfully created in Oracle Fusion CUM.

Correct Answer: E

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