1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

A customer has Implemented Oracle Fusion sales and the sales team in the company wants to convert the qualified lead into a sales opportunity.

Identify the correct prerequisite to convert a lead into an opportunity.

A. lead with sales account and primary product

B. lead with sales account and assessment data

C. lead with sales account and revenue lines

D. lead with assessment data and primary product

E. lead with sales account and sales methodology

Correct Answer: B

QUESTION 2

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 3

Which four actions should you perform in order to use the sales catalog to its fullest potential?

A. Associate an image for the sales catalog.

B. Create and include promotions within the sales catalog.

C. Sort the products within the sales catalog by quantity.

D. Create and include product groups within the sales catalog.

E. Create and include sales catalogs within the product group.

F. Relate product groups to other product groups.

Correct Answer: ABDF

QUESTION 4

A company wants to use the Assessment template as part of their lead processing.

Select the correct sequence of activities of activities for creating the Assessment template in Oracle Fusion Sales.

A. Enter Assessment Template Details --> Configure Ratings --> Enter Questions and Responses --> Associate Task Templates --> Configure Score Rating attributes--> Edit Questions/ Weights

B. Edit Questions/ Weights --> Enter Assessment Template Details --> Configure Score Ration attributes --> Enter Questions and Responses --> Associate Task Templates --> Configure Ratings

C. Enter Assessment Template Details --> Configure Ratings --> Enter Questions and Responses -> Edit Questions/Weights --> Configure Score Rating attributes --> Associate Task Templates

D. Edit Questions/Weights --> Enter Assessment Template Details --> Enter Questions and Responses --> Configure Score Rating attributes --> Associate Task Templates --> Configure Ratings

E. Enter Assessment Template Details --> Enter Questions and responses --> Configure Ratings --> Edit Questions / Weights --> Configure Score Rating attribute --> Associate Task Templates

Correct Answer: C

QUESTION 5

A company is implementing the Oracle Fusion territory Management application. Identify three duty roles related to territory management, which have to be assigned to administrators and users to access the application.

A. Territory Management Enterprise Administration duty role

B. Territory Management Enterprise duty role

C. Territory Management Administration duty role

D. Territory Management Setup duty role E. Territory Management User duty role

Correct Answer: BCE

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