1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

Which three record types use Product Groups?

A. Customers

B. Contacts

C. Leads

D. Opportunities

E. Campaigns

Correct Answer: ACE

QUESTION 2

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

QUESTION 3

Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge.

Identify the three territory dimensions that need to be used for an optimal territory definition.

A. Geography

B. Account

C. Customer Size

D. Industry

E. Product

Correct Answer: ABE

QUESTION 4

Identify the lookup type used for reference data sharing.

A. Standard

B. Set-Enabled

C. Common

D. User-Defined

E. Admin

Correct Answer: ABC

QUESTION 5

A sales representative has Full access to an opportunity, and would like to change the opportunity\\'s original owner manually.

What type of access to the opportunity will the on owner

A. The previous owner will have full access to the opportunity.

B. The previous owner slays as one of the opportunity owners, along with the newly assigned owner unless manually removed from the team.

C. The previous owner stays as a non primary team member, unless manually removed from the team.

D. The previous owner stays as one of the opportunity owners, along with the newly assigned owner, and cannot be manually removed from the team.

E. The previous owner stays as a non-primary team member and cannot be manually removed from the team.

Correct Answer: C

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