



# 1Z0-963<sup>Q&As</sup>

Oracle Procurement Cloud 2017 Implementation Essentials

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### QUESTION 1

An organization has been receiving incomplete Supplier Profile Data during the supplier onboarding and qualification process.

Identify the way to ensure that the required Supplier Profile data is entered by a supplier during the qualification process.

- A. Create an initiative with questions Responder Type is internal.
- B. Create an initiative with questions classified by Standards Organization.
- C. Create an initiative with questions classified by Subject.
- D. Create an initiative with questions mapped to supplier attributes.

Correct Answer: D

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### QUESTION 2

A supplier sales representative wants to track and manage their agreements and have the ability to add and edit catalog content for agreements online.

Identify two duty roles that accomplish this requirement. (Choose two.)

- A. Purchase Document Analysis as Supplier Duty
- B. Purchase Agreement Changes as Supplier Duty
- C. Contract Terms Deliverables Management Duty
- D. Purchase Agreement Viewing as Supplier Duty
- E. Purchase Order Changes as Supplier Duty

Correct Answer: BC

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### QUESTION 3

Your customer frequently orders a specific item from a selected list of suppliers. Some of the suppliers provide the item at a negotiated price, whereas other suppliers change the price throughout the year.

How should you set up this item in Oracle Procurement Cloud to address both requirements?

- A. Create a Contract Purchase Agreement for the varied price supplier and do not create any kind of agreement for the fixed price supplier.
- B. Create a Planned Purchase Order for the fixed price supplier and do not create any kind of agreement for the varied price supplier.
- C. Create a Blanket Purchase Agreement for the negotiated price supplier and a Contract Purchase Agreement for the



varied price supplier.

D. Create a Contract Purchase Agreement for the fixed price supplier and a Blanket Purchase Agreement for the varied price supplier.

Correct Answer: C

#### QUESTION 4

Your customer is using Cloud Supplier Qualification Management and Procurement Sourcing.

What three actions can the category manager take within a negotiation to solicit additional information from suppliers or internal users? (Choose three.)

- A. Create reusable Supplier Qualification questions directly in the negotiation.
- B. Copy the Supplier Qualification Area and use it as a requirement section.
- C. Solicit information in your negotiation that is in addition to negotiation lines.
- D. Copy Supplier Qualification Questions in the negotiation as a requirement.

Correct Answer: ABD

#### QUESTION 5

Your customer is a global company and has multiple legal entities across countries:

- Vision China (Legal Entity 1) has a China Distribution Business Unit (BU).

-Vision US (Legal Entity 2) has a US Distribution BU.

They have the following requirements:

1.

To make purchases from or sell to the other legal entities using intercompany transaction

2.

To automatically determine the sold-to legal entity on a Purchase Order (PO) by using Supply Chain Financial Orchestration (SFO)

Identify three application setups in Oracle Procurement Cloud to fulfill these requirements. (Choose three.)

- A. Set up the default procurement business unit for Default Legal Entity in Manage Purchasing Profile Options.
- B. Set up the "Multiple Legal Entities on Order" value to "Allow" on the Configure Requisitioning Business Process page.
- C. Set up the Default Legal Entity on the Configure Requisitioning Business Process page.
- D. Define a primary route on financial orchestration flow to enforce the sold-to-legal entity on a PO.



E. Create Profit Center BU to Party Relationships.

Correct Answer: ADE

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