



1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

You are trying to upload a source file for mapping from the desktop. The Excel file is saved in Unicode text format and the resultant file is then converted into a CSV file for upload. Which of the following options from the list of File Encoding will you select during upload of file?

- A. UTF-8
- B. UTF-16BE
- C. UTF-10
- D. UTF-16

Correct Answer: A

QUESTION 2

Which three non-production related activities for managing the Sales Cloud implementation lifecycle are supported by the test environment? (Choose three.)

- A. Familiarization and prototyping through conference room pilots (CRPs)
- B. Contains Live data that is utilized for end users to perform day-to-day operations
- C. Development and user acceptance testing of configurations and data loading prior to going live
- D. Post Go live validation
- E. Pre-upgrade validation

Correct Answer: ACE

Reference https://cloud.oracle.com/_downloads/WhitePaper_ERP_ImplLeadPract/Oracle-ERP-CloudImplementation-Leading-Practices-white-paper.pdf (11)

QUESTION 3

When you are working in an active sandbox, which three actions can you perform? (Choose three.)

- A. Create object workflows.
- B. Exit or publish the sandbox.
- C. Extend the underlying data model by creating custom objects and fields.
- D. Create custom subject areas to design reports in BI Composer and BI Answers by setting the profile option to ZCX_ENABLE_CSA_SANDBOX_Y_N = No.
- E. Generate artifacts to import and export data.



Correct Answer: ABE

QUESTION 4

Which three options are mandatory procedures to consider in migration planning? (Choose three.)

- A. Lock all the configuration data in the test environment.
- B. Review all the customizations and configuration performed in the test environment.
- C. Define which data should be migrated from the test environment.
- D. Check if there are no configuration records at all in the production environment.
- E. Verify if both environments are in the same release and patch bundle.

Correct Answer: BCE

QUESTION 5

You were asked to define an object trigger to extend the standard processing logic of the opportunity record creation.

Identify two recommendations to prevent performance degradation. (Choose two.)

- A. Do not exceed 10 triggers per object.
- B. Use validation logic inside triggers whenever possible.
- C. When querying objects programmatically within a Groovy trigger, select efficient view criteria to avoid limiting the underlying query.
- D. Minimize the number of triggers on an object by combining logically-related fields inside a single trigger.
- E. Always use `newView()` API inside triggers. The usage of `newView()` API will always kept your performance optimal.

Correct Answer: BC

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