# 1Z0-970<sup>Q&As</sup>

Oracle Sales Cloud 2017 Implementation Essentials

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**QUESTION 1**

Identify three business entities that can be auto-assigned by territory definition. (Choose three.)

A. leads

B. accounts

C. opportunities

D. assets

E. sales quotas

Correct Answer: ABC

**QUESTION 2**

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

**QUESTION 3**

The marketing analyst launched two promotions and is analyzing the responses. The source codes of several treatments are identical. What happened?

A. This is normal behavior. Source codes are based on the Combination of campaign, stage instance, and audience.

B. This is normal behavior. Source codes are based on the combination of stage instance, audience and treatment.

C. Source codes are defined by the end user in the Manage Multistage Campaign task.

D. Source codes in the Review Marketing Source Codes task were customized.

Correct Answer: A

**QUESTION 4**

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 5**

You are customizing the mapping between a lead and an opportunity in order to add custom fields. You copy the standard mapping and add appropriate fields to the new mapping that is created.

However, your changes are not successful. Why?

A. You must set the "MKL_DIRECT_LEAD_TO_OPTY_MAPPING_NAME" profile to the name of your custom mapping.

B. You should have modified the standard mapping itself instead of copying and creating a new one. Only one mapping is allowed.

C. You need to raise a ticket to My Oracle Support to bounce the server.

D. You must modify the Object Workflow "Copy Lead To Opportunity Map" to refer to your custom mapping.

E. You must modify the Business Process Flow "Copy Lead To Opportunity Map" to refer to your custom mapping.

Correct Answer: D

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