



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

Oracle Sales Cloud 2017 Implementation Essentials

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### QUESTION 1

The Sales Manager wants to add values to the adjustment reasons picklist. Which two options can the administrator use to fulfill this requirement? (Choose two.)

- A. the ZSF\_FCST\_ADJUSTMENT\_REASON option to modify the values
- B. the Forecast Management Tool by accessing it via the Navigator
- C. the Manage Adjustment Reason task to set the field to Revenue and Non-Revenue
- D. the Manage Standard Lookups task to select the Forecast Adjustment Reason values

Correct Answer: BD

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### QUESTION 2

Which two options should you check for before importing product groups by using File-Based Import? (Choose two.)

- A. whether all the required data values are configured and imported in the production instance
- B. whether all the products related to the products groups to be imported already exist in the production instance
- C. whether the Sales Cloud was customized to capture additional attributes and whether the customization has already been migrated
- D. whether all the product groups that are to be imported already exist in the production instance

Correct Answer: AC

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### QUESTION 3

Which four options are copied when you copy an opportunity? (Choose four.)

- A. Sales credits, including recipients, amounts, and percentages
- B. Assessments, Attachments, Deal registrations
- C. Revenue information, such as quantity, unit price, revenue amount, and the like
- D. Notes, tasks, Appointments
- E. Opportunity header attributes, including standard and custom fields
- F. Schedule information and the underlying scheduled transactions

Correct Answer: ACEF

Reference <https://docs.oracle.com/en/cloud/saas/sales/18b/fastg/managingopportunities.html#FASTG14171>



#### QUESTION 4

You made some changes to the mapping for converting leads to an opportunity, but you missed mapping the entity "Opportunity Team Member". What happens?

- A. The opportunity is created but is not visible to users.
- B. The opportunity is created, but only the primary member of the sales team is copied to the opportunity.
- C. The opportunity is created with an empty sales team.
- D. The lead conversion fails with a mapping error.
- E. The lead conversion procedure ends with a timeout error because of a loop reference.

Correct Answer: A

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#### QUESTION 5

Identify the correct statement related to adjusting threshold in sales quota.

- A. The territory owner can allocate the adjusted territory quota to child territories only in certain conditions.
- B. Compensation plan gets automatically updated based on adjustment threshold in sales quota.
- C. The territory owner can allocate the adjusted territory quota to child territories.
- D. The territory owner cannot allocate the adjusted territory quota to child territories.
- E. The territory owner can allocate the adjusted territory quota to child territories only in the next financial cycle.

Correct Answer: C

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-up-quotas.html#OASAL54650>

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