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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Identify two criteria that must be met for salespeople to submit their forecasts. (Choose two.)

- A. forecast past forecast due date
- B. territory freeze date past forecast due date
- C. forecast before forecast due date
- D. forecast before territory freeze day
- E. forecast past territory freeze day

Correct Answer: AB

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm

QUESTION 2

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

QUESTION 3

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



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

Which is the correct navigation to set up sales prediction rules?

- A. Log in as an Administrator > Sales > Recommendations > Manage sales predication rules > Create recommendations
- B. Log in as Sales Analyst > Sales > Recommendations > Manage rules > Create recommendations
- C. Log in as Sales Analyst > Setup and Maintenance > Manage sales predication rules > Create recommendations
- D. Log in as an Administrator > Setup and Maintenance > Manage rules task > Create recommendations

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/fastg/using-sales-prediction.html>

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