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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this?

- A. Employee (abstract role) provides access to the Employee Manager Resource role.
- B. Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.
- C. Employee (abstract role) provides access to all setup tasks across all products.
- D. Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oscus/sales-cloud-users-and-roleprovisioning.html#OSCUS875774>

QUESTION 2

In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users?

- A. Right-click within the Navigator panel to modify the regional UI.
- B. Access an Account record and click the Manage Customer Tree action.
- C. Use the Functional Setup Manager Task of Manage Customer Tree.
- D. It is not possible to configure the Customer Tree for all users.

Correct Answer: A

QUESTION 3

Your customer wants to extend his sales model for the entire country. They want to promote 12 products in all 45 states (distributed in 4 zones: North, West, East and South). The customer wants to measure the behavior of closed opportunities and their quotas in the associated territories for each product in each of the states.

How would you configure this?

- A. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + Product), and for each, create State child territories.
- B. Create a territory hierarchy with a principal territory (Country) and the first child territories (Products), and for each, create Zone + State child territories.
- C. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zone + State), and for each, create Product child territories.
- D. Create a territory hierarchy with a principal territory (Country) and the first child territories (Zones), and for each,



create State + Product child territories.

Correct Answer: D

QUESTION 4

Which module maintains the industry hierarchy for territory definition?

- A. Partner Management
- B. Territory Management
- C. Trading Management
- D. Sales Quota Management

Correct Answer: B

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109252AN57E0A.htm

QUESTION 5

Your customer has thousands of products and would like to migrate from his legacy system to Oracle Sales Cloud. Which statement is true regarding Importing Product Groups?

- A. The import procedures are covered in the topic, Importing Product Groups.
- B. You'll create only the root group in the UI and import the rest.
- C. You'll create all of the subgroups (under the root group) manually in the UI.
- D. You can directly import an entire product group along with a root group.

Correct Answer: B

Reference https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/F1287486AN1365A.htm

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