



1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Which two Customer Center Profile Options would be used to automatically assign Territories to Accounts? (Choose two.)

- A. ZCA_SA_AUTO_ASSIGN_ON_CREATE
- B. Territories must be manually assigned to Accounts
- C. ZCA_SA_TERRITORY_ASSIGNMENT
- D. ZCA_SA_AUTO_ASSIGN_ON_UPDATE
- E. MOO_AUTO_ASSIGN

Correct Answer: AD

Reference https://docs.oracle.com/cloud/r13_update17c/salescs_gs/OASAL/OASAL1439686.htm#OASAL1439686

QUESTION 2

Which four key attributes can you configure to reference customers in Oracle Sales Cloud? (Choose four.)

- A. Reference association with Lead: In the references UI, the Lead tab displays all Leads where the reference customer was used.
- B. Reference association with Opportunity: In the references UI, the Opportunity tab displays all Opportunities where the reference customer was used.
- C. Collateral: Associates collateral with reference customers to give salespeople materials to help them make sales.
- D. References profile: Stores and maintains the reference customer profile, which also displays some underlying party-specific attributes and lists the deals the reference has already participated in.
- E. Status: Indicates whether or not the customer is an active reference.
- F. Rank: Designates the internal ranking of the customer, such as 1, 2, or 3.

Correct Answer: BCEF

Referene https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159749AN1A3C5.htm

QUESTION 3

Which two actions occur in the application when a sandbox is published? (Choose two.)

- A. The transactional data that is created in the active sandbox disappears.
- B. The application sends an email notification reaffirming the success of the sandbox publication.
- C. All other configurators\' sandboxes become stale.



- D. Changes made in the application are visible only for users chosen by the configurator.
- E. The application shows warnings if the sandbox is outdated.

Correct Answer: BD

QUESTION 4

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 5

Which statement is correct with regards to leads and opportunities?

- A. Once a lead is converted to an opportunity, you can manually add multiple opportunities to it.
- B. Lead to opportunity is a one-to-one relation, hence you cannot have one lead assigned to multiple opportunities.
- C. You can have multiple leads associated with a single opportunity but not a single lead associated with multiple opportunities.
- D. Once a lead is converted to an opportunity, you cannot associate another opportunity with it.

Correct Answer: A

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