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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

Identify three functional responsibilities associated with the Channel Manager role. (Choose three.)

- A. Pursue Partner Leads and Opportunities
- B. Manage Partner Enrollment
- C. Manage Partner Accounts
- D. Manage Partner Programs
- E. Manage Sales Planning and Forecasting

Correct Answer: ACD

Reference https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109259AN5C723.htm

QUESTION 2

The customization level is set to Extensible on a lookup type. Identify two actions that can be done on a lookup type during implementation. (Choose two.)

- A. Update target module for a lookup type
- B. Update start date of a non-predefined code
- C. Delete a lookup type
- D. Insert new code to a lookup type
- E. Delete predefined codes in a lookup type

Correct Answer: BD

Reference <https://docs.oracle.com/cloud/farel12/common/OACTS/OACTS1492790.htm#OACTS1492745>

QUESTION 3

You are configuring Sales Methods and related Sales Stages for your customer. Which four complex fields can you configure at Sales Stage level but not at Sales Method level? (Choose four.)

- A. Duration
- B. Set
- C. Stalled Deal Limit
- D. Close Window
- E. Win Probability



F. Quota Factor

Correct Answer: ACEF

QUESTION 4

What two descriptions are needed for the attribute "Person type"? (Choose two.)

- A. Enter contingent worker, for the provision of Contract or Non Payroll Employee.
- B. The selection you make is used for provisioning the employee abstract role.
- C. The Oracle Sales Cloud Service creates the business unit for you from the information you provide when you sign up for the Cloud Service.
- D. The Oracle Sales Cloud Service creates the legal entity for you from the information you provide when you sign up for the Cloud Service.

Correct Answer: AB

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oscus/sales-cloud-users-and-roleprovisioning.html#OSCUS1907236>

QUESTION 5

Which three statements are true about a competitor in Oracle Sales Cloud? (Choose three.)

- A. A competitor can be associated at both the header and the revenue line levels.
- B. A competitor can be associated with opportunities.
- C. A competitor can be associated with partners.
- D. A competitor can be associated with leads.
- E. A competitor can have a one-to-many relationship with opportunities.

Correct Answer: ABD

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