



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

Oracle Sales Cloud 2017 Implementation Essentials

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### QUESTION 1

When a salesperson updates a revenue item in an opportunity, the unsubmitted, unadjusted forecast is automatically updated to reflect the change.

Identify the correct sequence of activities performed during this process.

- A. Create new forecast items for transactions that meet forecast criteria, and update forecast items that no longer meet the forecast criteria.
- B. Create new forecast items for transactions that meet forecast criteria, update existing forecast items, and remove forecast items that no longer meet forecast criteria.
- C. Update existing forecast items, and update forecast items that no longer meet forecast criteria.
- D. Create new forecast items for transactions that meet forecast criteria, remove existing forecast items, and update forecast items that no longer meet the forecast criteria.
- E. Create new forecast items for transactions that meet forecast criteria, and remove existing forecast items.

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-upforecasting.html#OASAL149599>

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### QUESTION 2

When creating users in Oracle Sales Cloud, which are the four required attributes? (Choose four.)

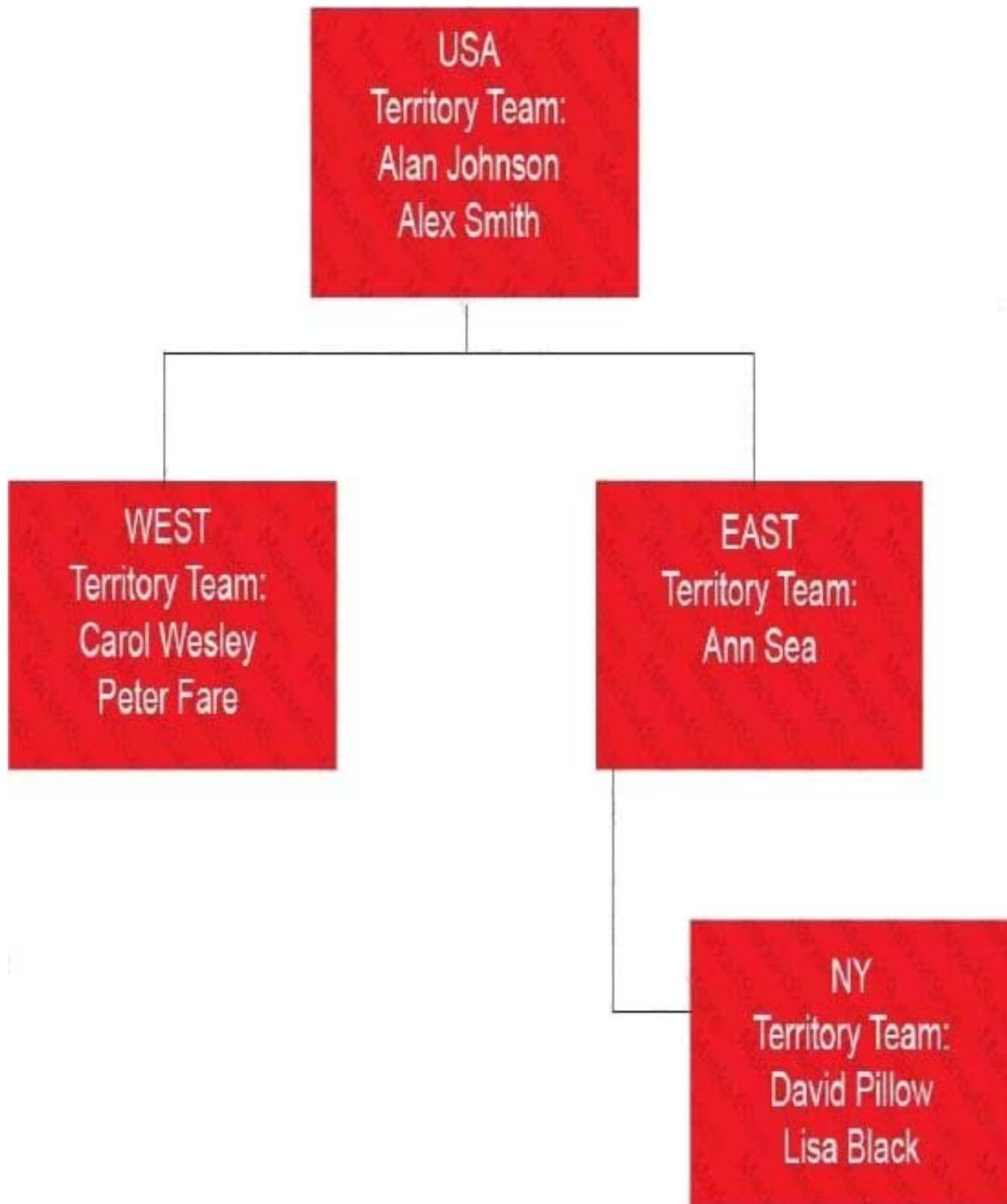
- A. Resource Role
- B. Person Type
- C. Email Address
- D. Reporting Manager
- E. Legal Employer
- F. Business Unit

Correct Answer: ABEF

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### QUESTION 3

Consider the following:



An opportunity is associated with the NY Territory.

Mike Lee and Susan Brown are members of the opportunity sales team.

Mark Lake is Susan Brown's manager.

Which option shows the members of the sales team who can view the opportunity record?

A. Mike, Susan, Mark, David, Lisa, Ann, Alan, and Alex

B. Mike, Susan, David, and Lisa



- C. Mike, Susan, Mark, David, Lisa, and Ann
- D. Mike, Susan, David, Lisa, Ann, Carol, and Peter
- E. Mike, Susan, David, Lisa, Ann, Alan, and Alex

Correct Answer: A

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#### QUESTION 4

You have several consultants working on your implementation in parallel in different sandboxes. Which three steps would you perform to ensure effective customization? (Choose three.)

- A. Publish sandboxes before patching events.
- B. Publish sandboxes after patching events.
- C. Log out and log back in again after a sandbox event (creating, publishing, or existing a sandbox), to clear any user-level caching and ensure that you are working with the latest configurations.
- D. Follow this sequence when customizing: Create sandboxes for UI customizations first, then for objects, and finally for the relationships of those objects.
- E. Follow this sequence when customizing: Create sandboxes for objects first, then for the relationships of those objects, and finally for UI customizations.

Correct Answer: BCE

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#### QUESTION 5

The sales VP wants his Sales Representatives to be able to search across all objects in Oracle Sales Cloud.

Which profile option do you need to enable?

- A. FUSION\_FIELD\_SEARCH\_ENABLED
- B. FUSION\_CUSTOM\_SEARCH\_ENABLE
- C. FUSION\_APPS\_SEARCH\_DISABLED
- D. FUSION\_APPS\_SEARCH\_ENABLED

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-up-search.html#OASAL1670219>