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Oracle Sales Cloud 2017 Implementation Essentials

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QUESTION 1

You were asked to define an object trigger to extend the standard processing logic of the opportunity record creation.

Identify two recommendations to prevent performance degradation. (Choose two.)

A. Do not exceed 10 triggers per object.

B. Use validation logic inside triggers whenever possible.

C. When querying objects programmatically within a Groovy trigger, select efficient view criteria to avoid limiting the underlying query.

D. Minimize the number of triggers on an object by combining logically-related fields inside a single trigger.

E. Always use newView() API inside triggers. The usage of newView() API will always kept your performance optimal.

Correct Answer: BC

QUESTION 2

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 3

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

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QUESTION 4

You are importing records that already exist in your system. However, there are minor changes in those records.

To update these records, which two key pieces of information does your file have to include? (Choose two.)

A. Oracle Sales Cloud internal ID, or PUIDs, such as business keys or external IDs

B. Source system table structure should be similar to Oracle Sales Cloud table structure

C. Source system base table details

D. Source system reference value combination

Correct Answer: AC

QUESTION 5

When you are working in an active sandbox, which three actions can you perform? (Choose three.)

A. Create object workflows.

B. Exit or publish the sandbox.

C. Extend the underlying data model by creating custom objects and fields.

D. Create custom subject areas to design reports in BI Composer and BI Answers by setting the profile option to ZCX_ENABLE_CSA_SANDBOX_Y_N = No.

E. Generate artifacts to import and export data.

Correct Answer: ABE

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