



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

Oracle Sales Cloud 2017 Implementation Essentials

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### QUESTION 1

Before your company upgrades the production environment, it must go through an UAT process in an upgraded test environment. Which three conditions must be met before the UAT can begin? (Choose three.)

- A. Test cases targeted for execution have been executed
- B. User sign-off has occurred
- C. Sanity testing is complete
- D. The production to test (P2T) content migration is complete
- E. The test environment is stable and ready for testing
- F. Defects are logged and prioritized

Correct Answer: BCE

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### QUESTION 2

Identify two criteria that must be met for salespeople to submit their forecasts. (Choose two.)

- A. forecast past forecast due date
- B. territory freeze date past forecast due date
- C. forecast before forecast due date
- D. forecast before territory freeze day
- E. forecast past territory freeze day

Correct Answer: AB

Reference [https://docs.oracle.com/cd/E48434\\_01/fusionapps.1118/e49571/F1109255AN598D6.htm](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm)

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### QUESTION 3

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 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](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109252AN57E0A.htm)

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#### QUESTION 5

Your customer wants to track the change history of the Opportunity business object. After setting the audit level of the Sales Cloud Application to "Auditing", you still cannot see any audit log.

Which configuration step must be completed to achieve this requirement?

- A. Defining the logging path
- B. Defining the users that are going to be audited
- C. Selecting the Opportunity business object and the attributes that you want to log
- D. Setting the log event level to 5
- E. Selecting the events that you want to log

Correct Answer: B

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