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Vendor:Oracle

Exam Code:1Z0-425

Exam Name:Oracle Fusion CRM: Sales 2014
Implementation Essentials

Version:Demo

QUESTION 1

Oracle Fusion Sales supports automatic synchronization of in-sync interrelated attributes between Opportunity and Revenue Line. A sales manager updates the opportunity status attribute to "Won".

Which two automatic in sync updates to Revenue Line attributes will occur?

- A. In-sync Revenue Line Win Probability is unchanged.
- B. In-sync Revenue Line Win Probability is set to 100.
- C. In-sync Revenue Line Close Date is changed to current date.
- D. In-sync Revenue Line status is set to Won.
- E. In-sync Revenue Line status is unchanged.

Correct Answer: BD

QUESTION 2

Identify the true statement regarding revenue line items and forecasts.

- A. A revenue line items with multiple sales credits is visible across multiple forecasts.
- B. A revenue line items with no sales credits is visible across multiple forecasts.
- C. Revenue line items cannot be associated with forecasts.
- D. Every revenue line items is visible under multiple forecasts.
- E. A revenue line item's distant close date is not used to determine the future forecast schedule.

Correct Answer: A

QUESTION 3

After successfully performing a test import of customer data, you realize that you have forgotten a key field.

Which two steps can be performed to edit the import mapping information?

- A. Navigate to the task: Manage File Import Mappings. Search for the correct mapping and add the new field.
- B. Navigate to the Manage Import Activities dashboard and drill down on the hyperlink in the import activity's Name column. Add the new field.
- C. Navigate to the task: Edit customer Mappings. Search for the correct mapping and add the now Field.
- D. Navigate to the manager import Activities dashboard and drill down on the hyperlink in import mapping column. Add the new field.

E. Navigate the manage Import Activities dashboard and drill down the hyperlink in the status column. Download the attachment in the mapping column. Edit the attachment by using a text editor. Upload the new mapping.

Correct Answer: BD

QUESTION 4

Which three tools can be used to define the balanced and effective territories before finalizing the territory structure?

- A. Dimensions
- B. Graphs
- C. Territory Team Members
- D. Proposals
- E. Metrics

Correct Answer: ABD

QUESTION 5

Identify the set with five major Role-Based Access Control (RBAC) types in Oracle Sales Cloud.

- A. job roles, duties, privileges, functional security, and data security
- B. job roles, resources, privileges, functional security, and data security
- C. job roles, duties, role hierarchies, privileges, and functional security
- D. resource hierarchy, job roles, resources, data security, and functional security

Correct Answer: C

QUESTION 6

After adding a new product to a catalog, the product does not appear within the catalog.

Identify the three actions you should take to resolve the problem.

- A. Verify the product's life-cycle phase and see if the start and end dates are correct.
- B. Check that the product is listed in the correct catalog.
- C. Verify that the catalog is set as a Rollup Catalog.
- D. Verify that the catalog is not a Template Catalog.

E. Verify that the catalog edits have been published.

F. Verify that the catalog contains at least one promotion template for the new product.

Correct Answer: ABE

QUESTION 7

Your company has been working with fusion in development for some time, and has decided to move production. After configuration part of the production setup data, your supervisor decides to import the setup data from development. Because to separate teams were working on development and production, not all of the configuration.

1.

Industry is configuration in development and production.

2.

Tax Regime is configuration in production and development.

3.

Territories are configured in both development and production, but they were configured differently.

Based on this scenario, identify the three things that will happen when the development setup data is imported to production.

A. Industry in production will remain unchanged.

B. Industry In production will be updated with values from development.

C. Tax in production will remain unchanged.

D. Tax In production will be deleted.

E. Territory will be synchronized between development and production.

F. Territory in production will be updated with the values from development.

G. Territory in production will remain unchanged.

Correct Answer: BCE

QUESTION 8

A sales representative has Full access to an opportunity, and would like to change the opportunity's original owner manually.

What type of access to the opportunity will the on owner

A. The previous owner will have full access to the opportunity.

B. The previous owner stays as one of the opportunity owners, along with the newly assigned owner unless manually

removed from the team.

C. The previous owner stays as a non primary team member, unless manually removed from the team.

D. The previous owner stays as one of the opportunity owners, along with the newly assigned owner, and cannot be manually removed from the team.

E. The previous owner stays as a non-primary team member and cannot be manually removed from the team.

Correct Answer: C

QUESTION 9

You are working as a consultant for a company that is upgrading to Oracle Fusion CRM. Currently, you are configuring the Fusion Assignment Objects. After meeting with the customer, they have decided that they would like the leads assignment object to send leads based on customer size to specific territories.

Select the true statement.

A. This can't be done because assignment objects contain work objects, but not candidate objects.

B. This can't be done because assignment objects contain candidate objects, but not work objects.

C. This can't be done because assignment objects can contain candidate objects or work objects, but not both.

D. This can't be done because assignment objects can contain both candidate objects and work objects, but can't limit by customer size.

E. This scenario can be successfully created in Oracle Fusion CUM.

Correct Answer: E

QUESTION 10

You are the Fusion administrator at your company, which has decided to expand their operations.

Which two steps must be performed in order to edit the Resource Organization Hierarchy and incorporate the company's development?

A. Make the changes directly to the Resource Organization Hierarchy.

B. Create a new version of the Resource Organization Hierarchy, and set a date for automatic activation.

C. The current Resource Organization Hierarchy can't be edited; copy the hierarchy, modify the copy and set it as Active.

D. The current Resource Organization Hierarchy should first be archived.

E. The current Resource Organization Hierarchy should first be deleted.

Correct Answer: AB

QUESTION 11

After creating custom fields for opportunities, you are ready to import legacy data into the Fusion System.

Which step is necessary before the opportunity data can be imported?

- A. Navigate to the Application Composer and click the Generate button in the Import and Export section.
- B. Navigate to the Application Composer. Select the Enable Import / Export check box for each custom field in the Import / Export section.
- C. Navigate to the Application Composer. Click the Refresh button In the Custom Objects sect/on.
- D. Navigate to the task: Manage Import / Export For Custom Fields. Click the Synchronize button.
- E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Correct Answer: A

QUESTION 12

You are the administrator in charge of configuring your company's Oracle Fusion CRM Resource Organization information.

Select the two components that must be included when creating Sales, Marketing, and Partner organizations.

- A. Name
- B. Business Unit
- C. Industry
- D. Territory
- E. Organization Expiration Date

Correct Answer: AB

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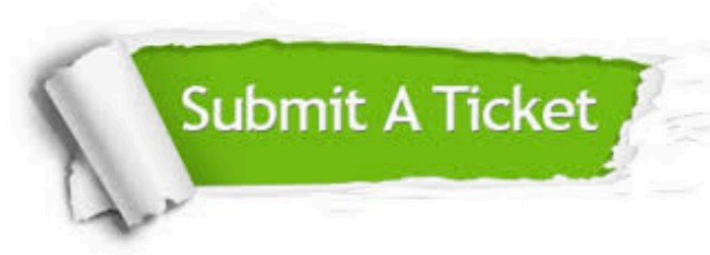
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