

# **Oracle 1Z0-336 Exam**

**Volume: 75 Questions**

Question No : 1

When is the default field value or expression set for a field? (Choose the best answer.)

- A. on importing data by using file import
- B. on creating a new record
- C. on deleting a record
- D. on updating a record

Answer: B

Question No : 2

What feature in sales forecast allows salespeople to manually include or exclude a revenue item or forecast item from the sales forecast? (Choose the best answer.)

- A. Forecast Criteria Override
- B. Forecast metric
- C. Territory Re-alignment
- D. Forecast Criteria Rollup
- E. Forecast Explicit Update

Answer: A

Question No : 3

Which Setup and Maintenance task is used to run imports in Oracle Sales Cloud? (Choose the best answer.)

- A. Manage File Import Activities
- B. Manage File Importing
- C. Run File Imports

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D. Schedule File Import Activities

Answer: A

Question No : 4

What should you do when trying to evaluate if there are any conflicts in a territory structure? (Choose the best answer.)

- A. You must first export the structure by clicking Actions, and then selecting Export to Excel.
- B. You would be required to first run the Stage and Promote process.
- C. Click the Conflict Resolution button from the Enable Dimensions and Metrics page.
- D. Highlight the top-level territory, click Actions, and then select View Overlaps.

Answer: B

Question No : 5

Which three roles must you always provision to your sales users? (Choose three.)

- A. a Job role that corresponds to the resource role: Sales Manager, Sales person
- B. Application Implementation role
- C. Abstract "Employee" or "Contingent Worker" role
- D. IT Security role
- E. Abstract "Resource" role

Answer: A,C,E

Question No : 6

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

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- B. Oracle Sales Cloud internal ID, or PUIDs, such as business keys or external IDs
- C. Source system reference value combination
- D. Source system base table details

Answer: B,C

Question No : 7

In Data Quality Management, for which three entities are real-time and batch matching available? (Choose three.)

- A. Opportunity
- B. Organization
- C. Person
- D. Lead
- E. Location

Answer: B,C,E

Question No : 8

Which statement is false about dynamic choice list fields? (Choose the best answer.)

- A. Dynamic choice list fields are based on a many-to-one relationship between objects.
- B. Dynamic choice list fields are available only for standard objects. U c
- C. Dynamic choice list fields establish a relationship between objects.
- D. Dynamic choice list fields derive values from existing data on another object.

Answer: B,C,D

Question No : 9

Which three statements are true about the Resource Directory in Oracle Sales Cloud? (Choose three.)

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- A. This is where a sales person can view the complete reporting hierarchy.
- B. It provides information about sales resources, their organizations, teams, and roles.
- C. This is where administrators can manage information about all resources, resource organizations, and teams.
- D. This is where sales persons and sales managers can manage information about all resources, resource organizations, and teams.
- E. This is where sales resources can view all associated data (opportunity, lead, and customers).

Answer: B,C,D

Question No : 10

Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this? (Choose the best answer.)

- A. Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.
- B. Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.
- C. Employee (abstract role) provides access to all setup tasks across all products.
- D. Employee (abstract role) provides access to the Employee Manager Resource role.

Answer: B

Question No : 11

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

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

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E. Manage Partner Enrollment

Answer: A,B,C

Question No : 12

Identify three business entities that can be auto-assigned by territory definition. (Choose three.)

A. accounts

B. sales quotas

C. assets

D. leads

E. opportunities

Answer: A,D,E

Question No : 13

Which profile option needs to be enabled for the use of auxiliary dimensions in territory definition? (Choose the best answer.)

A. There is no need to set any profile option.

B. Customer Type for auxiliary dimension needs to be set to Customer Type.

C. Classification Category for auxiliary dimension needs to be set to Classification Category.

D. Customer Class for auxiliary dimension needs to be set to Customer Class.

E. Customer Account for auxiliary dimension needs to be set to Customer Type.

Answer: C

Question No : 14

Which three key features of the competitor's module are available for you to configure in Oracle Sales Cloud? (Choose three.)

A. Products: Track all product groups that a competitor is associated with and view customers buying