

Oracle 1Z0-1014 Exam

Volume: 77 Questions

Question: 1

The customization level is set to Extensible on a lookup type. Identity two actions that can be done on a lookup type during implementation. (Choose two.)

- A. Update target module for a lookup type
- B. Update start date of a non-predefined code
- C. Delete a lookup type
- D. Insert new code to a lookup type
- E. Delete predefined codes in a lookup type

Answer: B,D

Question: 2

You have created your product group hierarchy, either directly in the UI or through file-based import. Now you want to publish, enable, and validate it.

Which three statements are correct? (Choose three.)

- A. When you publish, the application will attempt to publish all product groups that are unlocked. If you don't want some groups to be published, then you must lock them.
- B. Enable the catalog by assigning the root node to the "Base" usage.
- C. You must publish the root node of the hierarchy in order for it to be available in the Manage Product Group Usage.
- D. After you publish your product groups, if they are not published properly, you can delete them and republish.
- E. Validate that the catalog appears in the consuming applications.

Answer: A,B,C

Question: 3

Before your company upgrades the production environment, it must go through an UAT process

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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

Answer: B,C,E

Question: 4

The marketing analyst launched two promotions and is analyzing the responses. The source codes of several treatments are identical. What happened?

- A. This is normal behavior. Source codes are based on the Combination of campaign, stage instance, and audience.
- B. This is normal behavior. Source codes are based on the combination of stage instance, audience and treatment.
- C. Source codes are defined by the end user in the Manage Multistage Campaign task.
- D. Source codes in the Review Marketing Source Codes task were customized.

Answer: A

Question: 5

Which four elements of the Sales Methodology can you configure for each sales stage? (Choose four.)

- A. Sales Credit – By allocating sales credit to salespeople on revenue lines, you can capture the amount of credit salespeople receive for the sale.
- B. Task templates – You can define task templates to set tasks for salespeople to perform.

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C. Revenue model – Revenue model that features revenue-based forecasting, products and product groups, as well as revenue data captured at the line level.

D. Action items – These are recommended actions the salesperson should take while working on an opportunity in a specific sales stage.

E. Assessment templates – Assessments let salespeople evaluate the health of an opportunity.

F. Recommended documents – These are documents recommended for viewing or sharing during a specific sales stage.

Answer: B,D,E,F

Question: 6

Your customer sells cars across the United States. The customer now wants to split the East region to measure quota and manage closed opportunities in order to specialize its sales team in a Public Sector Territory and a Financial Sector.

The customer wants to add two territories to the Public Sector Territory, for example, Treasure Department and Citizen Services, and dedicate specialized sales personnel to service them. Other institutions are not to be assigned to these territories.

How would you set this up?

A. You must use a geographic dimension to the US East region, a Car product dimension, and an included customer coverage type to define Treasure Department, and then assign sales people to this territory. Use the same steps for Citizen Services, but use an included customer coverage type to include Citizen Services.

B. You must use a geographic dimension to the US East region, a Car product dimension, and an excluded customer coverage type to define Citizen Services and exclude Treasure Department. Then you assign sales people to this territory. Use the same steps for Treasure Department, but use an excluded coverage type to exclude Citizen Services.

C. You must use a geographic dimension to the US East region, a Car product dimension, and an included customer coverage type to define Citizen Services, and then assign sales people to this territory. Use the same steps for Treasure Department, but use an excluded customer coverage type to exclude Citizen Services.

D. You must use a geographic dimension to the US East region, a Car product dimension, and an included customer coverage type to define Treasure Department, and then assign sales people to this territory. Use the same steps for Citizen Services, but use an excluded customer coverage type to exclude Treasure Department.

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E. You must use a geographic dimension to the US East region, a Car product dimension, and a Treasure Department customer name dimension, and then assign sales people to this territory. Use the same steps for the Citizen Services territory.

Answer: B

Question: 7

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. Click the Refresh button in the Custom Objects section.

B. Navigate to the Application Composer and click the Generate button in the Import and Export section.

C. Navigate to the task: Manage Import/Export For Custom Fields. Click the Synchronize button.

D. Navigate to the Application Composer. Select the Enable Import/Export check box for each custom field in the Import / Export section.

E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Answer: D

Question: 8

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 date

E. forecast past territory freeze date

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Answer: A,B

Question: 9

A date has been scheduled for your Sales Cloud environment upgrade. Which three steps must be performed in order to confirm the upgrade?

- A. Enter your name and contact information. Click Submit Request.
- B. Sign in to My Services for the environment to be upgraded by specifying the data center on the Oracle Cloud Portal, and then clicking My Services.
- C. Select Schedule Maintenance from the Actions menu in the service listing on the Dashboard page, and then choose Release 12 Upgrade.
- D. Select Schedule Maintenance from the Actions menu in the service listing on the Dashboard page.
- E. Select the scheduled maintenance that you want to confirm from the list. Click Edit, and then read and accept the Terms and Conditions.
- F. Choose from an available upgrade date.

Answer: B

Question: 10

You are configuring Sales Methods and related Sales Stages for your customer. Which four complex fields can you configure at Sales Stage level but not at Sales Method level? (Choose four.)

- A. Duration
- B. Set
- C. Stalled Deal Limit
- D. Close Window
- E. Win Probability
- F. Quota Factor