

Oracle 1Z0-1001 Exam

Volume: 75 Questions

Question: 1

In which scenario would you modify a matrix class?

- A. You want to calculate the price based on customer ratings.
- B. You want to calculate the price based on a user-defined attribute on the item.
- C. You want to calculate the price based on the volume of the order.
- D. You want to calculate the price based on the customer value.
- E. You want to calculate the price such that it applies to specific customers.

Answer: D

Question: 2

A customer wants to create custom discount adjustment Pricing Message. Which seeded pricing entity is used for this?

- A. Pricing Strategy
- B. Discount list Entity
- C. List Price Entity
- D. Sale Price Entity
- E. Pricing Term

Answer: C

Question: 3

Your client has pricing strategies that cross many customers. However, their marketing department has just negotiated a new discount for a customer, ABC Electronics. How can they handle this without changing their pricing strategy?

- A. Pricing Matrices

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- B. cannot be handled without changing the pricing strategy
- C. Pricing segments
- D. Tiered Pricing
- E. Qualifiers

Answer: B

Question: 4

Which three statements are true regarding pricing segments?

- A. You are not required to define a pricing segment.
- B. It serves as a repository for all of the different lists you create in Pricing.
- C. If you delete a pricing segment, it will delete the matrix and the associate rules.
- D. You use pricing segments to group sets of customers together that exhibit similar characteristics.
- E. You cannot delete pricing segments.
- F. You use pricing segments to categorize a customer based on conditions.

Answer: A,B,C

Question: 5

Your client wants to calculate shipping charges based on the sales order totals. Which "Compare to" attribute should they set up in the pricing matrix?

- A. Line.lineAmount
- B. SalesOrderTotal.OrderQuantity
- C. SalesOrderTotalTotal Amount
- D. Line.LineQuantity
- E. SalesOrderTotal.SalesLineOrderTotal

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Answer: B

Question: 6

Which Three modifications can you make to a predefined pricing algorithm?

- A. Add a new price point, such as a price element.
- B. Make It nonpublic.
- C. Display a custom pricing message instead of the predefined pricing message.
- D. Delete it.
- E. Modify the sequence of the algorithm steps.
- F. Rename it.

Answer: A,C,F

Question: 7

Which pricing algorithm can you modify to get item attributes for pricing?

- A. Get Sates Pricing Strategy
- B. Set Final Values
- C. Retrieve Item Attributes
- D. Set initial Values
- E. Price Sales Transaction

Answer: A

Question: 8

Which two methods are available to create price lists in the application?

- A. Create price lists from the Configurator user interface.
- B. Create price lists from the Order Management user Interface.

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- C. Create price lists from the Pricing user Interface.
- D. Create price lists from Web service using XML.
- E. Create price lists from Import.

Answer: B,D

Question: 9

You want to add a customer profile with an effective start date of January 12, 2018 and an effective end date of January 14, 2019. There is a pricing profile for the same customer with an effective start date of January 3, 2017 and an effective end date of January 14, 2018.

Which statement is true regarding this requirement?

- A. You can only complete this requirement if one or more of the customer profile values will be different than the original profile.
- B. You can only complete this requirement if all of the profile values are the same as the original profile.
- C. You cannot complete this requirement because you cannot add multiple customer profiles even if the effective dates do not overlap.
- D. You can only complete this if it's resulting in a different pricing segment.
- E. You cannot complete this requirement because you cannot add a customer with multiple pricing profiles within an overlapping time period.

Answer: D

Question: 10

Your company has been struggling to make a profit in a segment of its market as the supply cost to make the product has been increasing. Which pricing method could help assure they are making a profit on each part?

- A. Cost Plus Pricing
- B. Pricing Matrixes
- C. Discount lists
- D. Surcharge Lists

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E. Tier Based Pricing

Answer: B

Question: 11

In which two lists are you able to define a matrix rule based on the out of the box setups?

A. Cost List

B. Pricing Algorithm

C. Discount list

D. Surcharge List

E. Price List

Answer: A,C

Question: 12

Your client wants to hide any of the discounts given at the line level of the order and only show the user the net price. How can they do this?

A. In Setup Manager, query Manage Pricing Result Presentations and update the current layout to only show selected price element of "Your Price".

B. In Setup Manager, query Manage Form layouts and update the current line pricing layout to only show selected price element of 'Net Price'.

C. Do a form* personalization on the Manage Orders form.

D. Roll the discounts into the product pricing instead of doing a discount.

E. It cannot be done.

Answer: A

Question: 13

Your client sells filters. The customer can buy 1 filter for \$10/ea; but if they buy 6 filters, the price goes down to \$8/ea. If they buy over 20 filters, the price goes down to \$5/ea.