

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

Oracle Sales Cloud 2017 Implementation Essentials

**Pass Oracle 1Z0-970 Exam with 100% Guarantee**

Free Download Real Questions & Answers **PDF** and **VCE** file from:

<https://www.certbus.com/1z0-970.html>

100% Passing Guarantee  
100% Money Back Assurance

Following Questions and Answers are all new published by Oracle  
Official Exam Center

-  **Instant Download** After Purchase
-  **100% Money Back** Guarantee
-  **365 Days** Free Update
-  **800,000+** Satisfied Customers



### QUESTION 1

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.

Correct Answer: A

---

### QUESTION 2

If three lines of business require different ways to segment customers, which configuration scenario should you follow?

- A. The requirement is not feasible, because Oracle Sales Cloud does not allow more than one classification per account.
- B. Adding standard auxiliary classification fields
- C. Configuring additional child objects
- D. Using hierarchical dimensions for reporting
- E. Adding additional names as necessary

Correct Answer: B

---

### QUESTION 3

Identify the correct statement related to adjusting threshold in sales quota.

- A. The territory owner can allocate the adjusted territory quota to child territories only in certain conditions.
- B. Compensation plan gets automatically updated based on adjustment threshold in sales quota.
- C. The territory owner can allocate the adjusted territory quota to child territories.
- D. The territory owner cannot allocate the adjusted territory quota to child territories.
- E. The territory owner can allocate the adjusted territory quota to child territories only in the next financial cycle.

Correct Answer: C

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oasal/setting-up-quotas.html#OASAL54650>

---

#### QUESTION 4

Identify two activities that the Refresh Forecast process performs during a sales forecast. (Choose two.)

- A. It keeps future unfrozen forecast synchronized with the current opportunity data.
- B. It updates the latest changes to the territory hierarchy.
- C. It verifies that the opportunities are present with revenue line items, and notifies the user if the revenue line items are missing.
- D. It keeps the forecast items that no longer meet forecast criteria.
- E. It ensures that the forecasting schedule is generated and has the correct due date.

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)

---

#### QUESTION 5

Which four options are copied when you copy an opportunity? (Choose four.)

- A. Sales credits, including recipients, amounts, and percentages
- B. Assessments, Attachments, Deal registrations
- C. Revenue information, such as quantity, unit price, revenue amount, and the like
- D. Notes, tasks, Appointments
- E. Opportunity header attributes, including standard and custom fields
- F. Schedule information and the underlying scheduled transactions

Correct Answer: ACEF

Reference <https://docs.oracle.com/en/cloud/saas/sales/18b/fastg/managingopportunities.html#FASTG14171>

---

#### QUESTION 6

You need to define the customer hub configuration task to customize party tree for a household. Which option should you use?

- A. Manage group party tree
- B. Manage organization party tree
- C. Manage customer hub profile options
- D. Manage person party tree

Correct Answer: A

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacdm/define-customer-hubconfiguration.html#OACDM1010578>

---

#### QUESTION 7

You are implementing Oracle Sales Cloud in four countries and you drop down displays all currencies worldwide.

How can you display the currencies that you need for your implementation?

- A. You enable the currencies you need when you create your implementation project.
- B. You disable the currencies you do not need in Manage Currencies.
- C. You enable the currencies you need when you create the Master Geography.
- D. You set up the default currency in Manage Currency Profile Options.

Correct Answer: D

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update18a/oasal/setting-up-multiplecurrencies.html#OASAL1454444>

---

#### QUESTION 8

You have several consultants working on your implementation in parallel in different sandboxes. Which three steps would you perform to ensure effective customization? (Choose three.)

- A. Publish sandboxes before patching events.
- B. Publish sandboxes after patching events.
- C. Log out and log back in again after a sandbox event (creating, publishing, or existing a sandbox), to clear any user-level caching and ensure that you are working with the latest configurations.
- D. Follow this sequence when customizing: Create sandboxes for UI customizations first, then for objects, and finally for the relationships of those objects.
- E. Follow this sequence when customizing: Create sandboxes for objects first, then for the relationships of those objects, and finally for UI customizations.

Correct Answer: BCE

---

#### QUESTION 9

Which two Customer Center Profile Options would be used to automatically assign Territories to Accounts? (Choose two.)

- A. ZCA\_SA\_AUTO\_ASSIGN\_ON\_CREATE
- B. Territories must be manually assigned to Accounts

- C. ZCA\_SA\_TERRITORY\_ASSIGNMENT
- D. ZCA\_SA\_AUTO\_ASSIGN\_ON\_UPDATE
- E. MOO\_AUTO\_ASSIGN

Correct Answer: AD

Reference [https://docs.oracle.com/cloud/r13\\_update17c/salescs\\_gs/OASAL/OASAL1439686.htm#OASAL1439686](https://docs.oracle.com/cloud/r13_update17c/salescs_gs/OASAL/OASAL1439686.htm#OASAL1439686)

---

#### QUESTION 10

Identify three mandatory items for creating a rule set in Oracle Sales Cloud. (Choose three.)

- A. Name
- B. Effective Start Date and Effective End Date
- C. Work Object
- D. Business Object
- E. Candidate Object

Correct Answer: CDE

Reference [https://docs.oracle.com/cloud/fare12/salescs\\_gs/OAMKT/OAMKT1436010.htm#OAMKT1436010](https://docs.oracle.com/cloud/fare12/salescs_gs/OAMKT/OAMKT1436010.htm#OAMKT1436010)

---

#### QUESTION 11

Which is the correct navigation to set up sales prediction rules?

- A. Log in as an Administrator > Sales > Recommendations > Manage sales predication rules > Create recommendations
- B. Log in as Sales Analyst > Sales > Recommendations > Manage rules > Create recommendations
- C. Log in as Sales Analyst > Setup and Maintenance > Manage sales predication rules > Create recommendations
- D. Log in as an Administrator > Setup and Maintenance > Manage rules task > Create recommendations

Correct Answer: B

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/fastg/using-sales-prediction.html>

---

#### QUESTION 12

A forecast is frozen and the VP of Sales wants to extend the forecast freeze date. What are two consequences of this decision? (Choose two.)

- A. Any territory changes implemented after the original freeze date are now enforced.
- B. Territory hierarchy cannot be changed.

C. Submitted forecasts remain unsubmitted.

D. Sales reps can create new forecast items but cannot edit the previously submitted items.

Correct Answer: AC

---

### QUESTION 13

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

A. Pursue Partner Leads and Opportunities

B. Manage Partner Enrollment

C. Manage Partner Accounts

D. Manage Partner Programs

E. Manage Sales Planning and Forecasting

Correct Answer: ACD

Reference [https://docs.oracle.com/cd/E48434\\_01/fusionapps.1118/e49571/F1109259AN5C723.htm](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109259AN5C723.htm)

---

### QUESTION 14

The Sales Manager wants to add values to the adjustment reasons picklist. Which two options can the administrator use to fulfill this requirement? (Choose two.)

A. the ZSF\_FCST\_ADJUSTMENT\_REASON option to modify the values

B. the Forecast Management Tool by accessing it via the Navigator

C. the Manage Adjustment Reason task to set the field to Revenue and Non-Revenue

D. the Manage Standard Lookups task to select the Forecast Adjustment Reason values

Correct Answer: BD

---

### QUESTION 15

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 competitor products.

B. External Experts: Leverage external organization experts who have knowledge about the associated competitor.

C. Industries and geography: View all industries and geographies where the competitors are doing business.

D. Competitor profile: Stores several aspects of competitors including name, stock symbol, company URL, organization size, D-U-N-S information, and more.

Correct Answer: ACD

Reference [https://docs.oracle.com/cd/E48434\\_01/doc.1118/e49570/F1159749AN1A3C5.htm](https://docs.oracle.com/cd/E48434_01/doc.1118/e49570/F1159749AN1A3C5.htm)

[Latest 1Z0-970 Dumps](#)

[1Z0-970 Exam Questions](#)

[1Z0-970 Braindumps](#)