



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

The design team would like to make changes to the Sales dashboard for the sales VP in Oracle Fusion Sales.

What is the navigation path to make the changes?

- A. Oracle Composer > Sales Dashboard > Customize Home Pages > Sales VP
- B. Sales Dashboard > Administration > Customize Home Pages > Job Role
- C. Administration > Oracle Composer > Personalization > Sales Account Region
- D. Sales Dashboard > Personalization > Customization Manager > Job Role
- E. Sales Dashboard > Administration > Customization Manager > Sales VP

Correct Answer: E

QUESTION 2

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 3

A sales person submits a forecast and then changes an opportunity. The salesperson's manager rejects the forecast. By default, the forecast items are not synchronized with the opportunity.

Identify the action to be performed to view the updated forecast.

- A. The administrator must enable Forecast Criteria Override.
- B. Run the Due Date Check process.



- C. The administrator must extend the freeze date.
- D. Change the territory for the salesperson.
- E. Enable "Refresh from Opportunity" at the forecast level.

Correct Answer: E

QUESTION 4

Why are organization size, Industry, and classifications significant on a account?

- A. They are factors in determining a customer rating.
- B. They are Territory dimensions and can be used for assigning accounts.
- C. They are factors in determining if a customer is a customer is a prospect or a sales account.
- D. These three attributes set the account profile.

Correct Answer: D

QUESTION 5

What is the purpose of Interaction records?

- A. To capture communication with a customer
- B. To capture detailed notes about a customer
- C. To capture upcoming appointments with a customer
- D. To capture follow-up items with a customer
- E. To escalate internal resource collaboration issues

Correct Answer: A

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