



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

A customer has Implemented Oracle Fusion sales and the sales team in the company wants to convert the qualified lead into a sales opportunity.

Identify the correct prerequisite to convert a lead into an opportunity.

- A. lead with sales account and primary product
- B. lead with sales account and assessment data
- C. lead with sales account and revenue lines
- D. lead with assessment data and primary product
- E. lead with sales account and sales methodology

Correct Answer: B

QUESTION 2

You are the CRM administrator of a new project to revitalize the lead Assignment manager rules to ensure the proper sales salesperson is getting assigned based on new geographies and current workloads.

Select the three Fusion Assignment Manager components that should be part of your planning process to plan the configuration of Assignment Manager.

- A. Assignment Criteria
- B. Business Objects
- C. Resources
- D. Schedules
- E. Attributes
- F. Dynamic Assignment

Correct Answer: ACE

QUESTION 3

Which three statements are true about a competitor in Oracle Sales Cloud?

- A. A competitor can be associated with opportunities.
- B. A competitor can be associated at both the header and the revenue line levels.
- C. A competitor can have a one-to-many relationship with opportunities.



- D. A competitor can be associated with leads.
- E. A competitor can be associated with partners.

Correct Answer: ABD

QUESTION 4

A sales manager has create a lead and assigned the lead to sales resources. The manager wants to allow resources to view and update the data on the lead, excluding lead owner-and team membership-related details.

Identify the privilege option to restrict the resource from updating the lead owner and team membership details.

- A. resource with Admin access
- B. resource with Full access
- C. resource with Append access
- D. resource with Edit access
- E. resource with Read-Only access

Correct Answer: D

QUESTION 5

As a sales administrator, you are asked to complete the quota plan for a year.

Which batch process should you run to complete the quota plan?

- A. CloseSalesQuotaPlan
- B. DisableSalesQuotaPlan
- C. CompleteSalesQuotaJob
- D. RetireSalesQuotaJob
- E. RetireSaleQuotaPlan

Correct Answer: A



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