



1Z0-425^{Q&As}

Oracle Fusion CRM: Sales 2014 Implementation Essentials

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QUESTION 1

A company's territory administrator has created territories in Oracle Fusion Sales to assign sales representatives to leads and opportunities, identify two options that would make these territories effective.

- A. Proposal validation returns no errors.
- B. Proposal validation returns errors.
- C. Activation Date
- D. Creation Date
- E. Proposal Date

Correct Answer: AD

QUESTION 2

Identify the three true statements about the Cube in territory Management.

- A. It is a product of enabled dimensions.
- B. It is a product of dimension members defined for territories.
- C. It never enables the metrics information for territories.
- D. It enables the metrics information for territories.
- E. It is not a product of dimension members defined for territories.

Correct Answer: ABD

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

Oracle Fusion Sales supports automatic synchronization of in-sync interrelated attributes between Opportunity and Revenue Line. A sales manager updates the opportunity status attribute to "Won".

Which two automatic in sync updates to Revenue Line attributes will occur?

- A. In-sync Revenue Line Win Probability is unchanged.
- B. In-sync Revenue Line Win Probability is set to 100.
- C. In-sync Revenue Line Close Date is changed to current date.
- D. In-sync Revenue Line status is set to Won.
- E. In-sync Revenue Line status is unchanged.

Correct Answer: BD

QUESTION 5

A company has deployed Fusion Lead Management and would like to use the Assessment templates to gather additional information from the customer. The template administrator has created an Assessment template with the questions, response score, and rating for lead follow-ups and has activated the template for sales learn usage. The sales team has suggested some changes to the template.

Identify three parameters that a template administrator can update for the active Assessment templates.

- A. Question Sequencing Change
- B. Remove Questions
- C. Question Text correction
- D. Response Description
- E. Template Version

Correct Answer: ACD

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