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QUESTION 1

You work for a car leasing agency. You know that any sales opportunities for your biggest customer should be sent directly to a supervisor level.

Based on these requirements, how would you configure the assignment object attributes to ensure that this requirement is met?

A. Use a combination of the customer\\'s Geography ID and Industry.

B. Use a combination of the customer\\'s Geography ID, Industry and Organization Type

C. Drill down on the customer\\'s account and select the Named Sales Account check box; then use the Named Account type assignment object attribute.

D. Set one of the three available auxiliary dimensions to the customer\\'s account name.

E. This requirement cannot be met in Oracle Fusion CRM.

Correct Answer: C

QUESTION 2

The customization level is set to extensible on a lookup type. Identity two actions that can be done on a lookup type during implementation.

A. Delete predefined codes in a lookup type.

B. Insert new code to a lookup type.

C. Update target module for a lookup type.

D. Delete a lookup type.

E. Update start date of a non-predefined code.

Correct Answer: BE

QUESTION 3

Which tool within Oracle Fusion CRM enables business analysts and administrators to customize and extend Oracle Fusion CRM applications, reports, and analytics changes directly from the Fusion CRM application?

A. Oracle Composer

B. Oracle Application Composer

C. Setup and Maintenance

D. Reports and Analytics

E. Customization Manager

Correct Answer: B

QUESTION 4

Which statement is true about the hierarchical relationship of a sales catalog?

A. It depends on the catalog administrator who is defining the parent ("super group") for each product group.

B. It is based on item hierarchies, not product group hierarchies.

C. It is developed by defining the children for each catalog Item.

D. It may be revised by deleting a product subgroup from one product group and adding it to another.

Correct Answer: D

QUESTION 5

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

A. updates the latest changes to the territory hierarchy

B. ensures that the forecasting schedule is generated and has the correct due date

C. keeps future unfrozen forecast synchronized with the current opportunity data

D. verifies that the opportunities are present with revenue line items, and notifies the user if the revenue line items are missing

E. keeps the forecast items that no longer meet forecast criteria

Correct Answer: BC

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