

Oracle

Exam 1z0-336

Oracle Sales Cloud 2016 Implementation Essentials

Version: 7.0

[Total Questions: 75]

Question No : 1

You are trying to upload a source file for mapping from the desktop. The Excel file is saved in Unicode text format and the resultant file is then converted into a CSV file for upload. Which of the following options from the list of File Encoding will you select during upload of file? (Choose the best answer.)

- A. UTF-8
- B. UTF-10
- C. UTF-16BE
- D. UTF-16

Answer: A

Question No : 2

You are the administrator in charge of the Oracle Sales Cloud configuration. When your company decides to expand its market to other countries, you are asked to create a new role in the application: VP of Foreign Marketing.

Identify two tasks that must be performed when you create the role. (Choose two.)

- A. assigning the new user to the partner resource role type
- B. setting the member flag to true
- C. setting the manager flag to true
- D. assigning the role to the employee's team
- E. assigning the role directly to the resource

Answer: A,C

Question No : 3

Which three roles must you always provision to your sales users? (Choose three.)

- A. a Job role that corresponds to the resource role: Sales Manager, Sales person
- B. Application Implementation role
- C. Abstract "Employee" or "Contingent Worker" role
- D. IT Security role

E. Abstract "Resource" role

Answer: A,C,E

Question No : 4

OSC Party Export provides information about

- A. all Users
- B. all Organizations, Contacts, and Users
- C. all Organizations and Contacts
- D. all Organizations

Answer: B

Question No : 5

In a multi-language deployment, which two statements are true about lookup codes?
(Choose two.)

- A. Their translation depends on the user role.
- B. For custom lookup types, the lookup codes need to be manually input.
- C. Their meaning depends on the lookup type translation.
- D. The dictionary reference must be selected for custom lookup code translations to occur.
- E. They are translated to other languages automatically for standard fields.

Answer: B,D

Question No : 6

When creating users in Oracle Sales Cloud, which are the four required attributes?
(Choose four)

- A. Business Unit
- B. Email Address
- C. Person Type
- D. Reporting Manager

- E. Legal Employer
- F. Resource Role

Answer: A,B,C,E

Question No : 7

Which three statements are true about the Resource Directory in Oracle Sales Cloud?
(Choose three.)

- A. This is where a sales person can view the complete reporting hierarchy.
- B. It provides information about sales resources, their organizations, teams, and roles.
- C. This is where administrators can manage information about all resources, resource organizations, and teams.
- D. This is where sales persons and sales managers can manage information about all resources, resource organizations, and teams.
- E. This is where sales resources can view all associated data (opportunity, lead, and customers).

Answer: B,C,D

Question No : 8

Identify the correct statement related to adjusting threshold in sales quota. (Choose the best answer.)

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

Answer: D

Question No : 9

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. Sales reps can create new forecast items but cannot edit the previously submitted items.
- B. Territory hierarchy cannot be changed.
- C. Submitted forecasts remain unsubmitted.
- D. Any territory changes implemented after the original freeze date are now enforced.

Answer: C,D

Question No : 10

In Data Quality Management, for which three entities are real-time and batch matching available? (Choose three.)

- A. Opportunity
- B. Organization
- C. Person
- D. Lead
- E. Location

Answer: B,C,E

Question No : 11

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

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

Answer: A,B,C,D

Question No : 12

For an existing lead to be used in a sales campaign, what must it contain? (Choose the best answer.)

- A. an Account
- B. a Product
- C. an Opportunity
- D. a Contact

Answer: D

Question No : 13

Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this? (Choose the best answer.)

- A. Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.
- B. Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.
- C. Employee (abstract role) provides access to all setup tasks across all products.
- D. Employee (abstract role) provides access to the Employee Manager Resource role.

Answer: B

Question No : 14

Identify three business entities that can be auto-assigned by territory definition. (Choose three.)

- A. accounts
- B. sales quotas
- C. assets
- D. leads
- E. opportunities

Answer: A,D,E