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Q&A

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Exam : **1Z0-970**

Title : Oracle Sales Cloud 2017
Implementation Essentials

Version : DEMO

1.Which statement is correct with regards to leads and opportunities?

- A. Once a lead is converted to an opportunity, you can manually add multiple opportunities to it.
- B. Lead to opportunity is a one-to-one relation, hence you cannot have one lead assigned to multiple opportunities.
- C. You can have multiple leads associated with a single opportunity but not a single lead associated with multiple opportunities.
- D. Once a lead is converted to an opportunity, you cannot associate another opportunity with it.

Answer: A

2.Which three options are mandatory procedures to consider in migration planning? (Choose three.)

- A. Lock all the configuration data in the test environment.
- B. Review all the customizations and configuration performed in the test environment.
- C. Define which data should be migrated from the test environment.
- D. Check if there are no configuration records at all in the production environment.
- E. Verify if both environments are in the same release and patch bundle.

Answer: BCE

3.Identify two criteria that must be met for salespeople to submit their forecasts. (Choose two.)

- A. forecast past forecast due date
- B. territory freeze date past forecast due date
- C. forecast before forecast due date
- D. forecast before territory freeze day
- E. forecast past territory freeze day

Answer: AB

Explanation:

Reference: https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109255AN598D6.htm

4.Your customer has thousands of products and would like to migrate from his legacy system to Oracle Sales Cloud.

Which statement is true regarding Importing Product Groups?

- A. The import procedures are covered in the topic, Importing Product Groups.
- B. You'll create only the root group in the UI and import the rest.
- C. You'll create all of the subgroups (under the root group) manually in the UI.
- D. You can directly import an entire product group along with a root group.

Answer: B

Explanation:

Reference: https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/F1287486AN1365A.htm

5.Which tool will a developer use to alter security for an existing job role on a custom object?

- A. Oracle Application Composer
- B. Oracle Authorization Policy Manager
- C. Functional Setup Manager
- D. Oracle Identity Manager

Answer: A

Explanation:

Reference:

<https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacex/adding-objects-and-fields-in-application-composer.html#OACEX398839>