



# Oracle

## Exam 1z0-336

### Oracle Sales Cloud 2016 Implementation Essentials

Version: 7.0

[ Total Questions: 75 ]

**Question No : 1**

In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users? (Choose the best answer.)

- A. Right-click within the Navigator panel to modify the regional UL
- B. it is not possible to configure the Customer Tree for all users.
- C. Access an Account record and click the Manage Customer Tree action.
- D. Use the Functional Setup Manager Task of Manage Customer Tree.

**Answer: A**

**Question No : 2**

Which three statements are true about the file-based import process? (Choose three.)

- A. The data that you import must be in a spreadsheet.
- B. You can create a mapping before creating an import job.
- C. An import job must be run immediately.
- D. An import job references an import object that represents the structure of the interface table.
- E. The data that is being imported should include references to the system from which the data is sourced.

**Answer: B,D**

**Question No : 3**

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? (Choose the best answer.)

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

**Answer: A**

**Question No : 4**

You got a requirement from your customer to customize and personalize the page title and the page layout in the application. How will you fulfill this requirement? (Choose the best answer.)

- A. using Business Process Composer
- B. using Application Composer
- C. using Page Composer
- D. using Business Intelligence Composer
- E. using User Interface Composer
- F. using Oracle SOA Composer

**Answer: C**

**Question No : 5**

Which four elements of the Sales Methodology can you configure for each sales stage? (Choose four)

- A. Assessment templates - Assessments let salespeople evaluate the health of an opportunity.
- B. Action items - These are recommended actions the salesperson should take while working on an opportunity in a specific sales stage.
- C. Recommended documents - These are documents recommended for viewing or sharing during a specific sales stage.
- D. Task templates - You can define task templates to set tasks for salespeople to perform.
- E. Revenue model - Revenue model that features revenue-based forecasting, products and product groups, as well as revenue data captured at the line level.
- F. Sales Credit - By allocating sales credit to salespeople on revenue lines, you can capture the amount of credit salespeople receive for the sale.

**Answer: A,B,C,D**

**Question No : 6**

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

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

**Answer: B,D**

**Question No : 7**

What are the three types of Marketing Campaigns found in Oracle Sales Cloud? (Choose three.)

- A. Mini, Catalog, and Sales Campaign
- B. Multi-Stage, Catalog, and Mini Campaign
- C. Channel, Multi-Stage, and Opportunity Campaign
- D. Mini, Multi-Stage, and Sales Campaign

**Answer: D**

**Question No : 8**

Identify three functional responsibilities associated with the Channel Manager role. (Choose three.)

- A. Pursue Partner Leads and Opportunities
- B. Manage Partner Accounts
- C. Manage Partner Programs
- D. Manage Sales Planning and Forecasting
- E. Manage Partner Enrollment

**Answer: A,B,C**

**Question No : 9**

You need to define the customer hub configuration task to customize party tree for a household. Which option should you use? (Choose the best answer.)

- A. Manage organization party tree
- B. Manage person party tree
- C. Manage group party tree
- D. Manage customer hub profile options

**Answer: C**

**Question No : 10**

Which component uses statistical analysis to provide the estimated revenue amount while calculating the estimated adjustment metric for a forecast period? (Choose the best answer.)

- A. Oracle BI Answers
- B. Sales Forecasting Engine
- C. Business Intelligence Server
- D. Functional Setup Manager
- E. Sales Prediction Engine

**Answer: E**

**Question No : 11**

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 : 12**

When is the default field value or expression set for a field? (Choose the best answer.)

- A. on importing data by using file import
- B. on creating a new record
- C. on deleting a record
- D. on updating a record

**Answer: B**

**Question No : 13**

Your company wants to integrate Oracle Sales Cloud Application with Oracle Applications Suite. It includes child resources to manage child objects such as addresses and relationships.

Which web service should you use? (Choose the best answer.)

- A. REST web services
- B. SOAP web services
- C. RESTful WEB Services
- D. Sales Cloud Web Services
- E. Simplified Web Services

**Answer: B**

**Question No : 14**

When using web services to create an Account, how will a developer structure the CreateSalesParty payload so that the provided resource is set as the owner of the sales account? (Choose the best answer.)

- A. While creating the Account by using the CreateSalesParty services, setting the CreatedBy field would set the specific resource as the owner of the account.
- B. While creating the Account by using the CreateSalesParty services, setting the SalesAccountResource field would set the specific resource as the owner of the account.
- C. While creating the Account by using the CreateSalesParty services, setting the AccountDirectorId on the SalesAccount object would set the specific resource as the owner of the account.
- D. The logged in user is defaulted as the owner of the sales account.

**Answer: B**

**Question No : 15**

You are importing records that already exist in your system. However, there are minor changes in those records. To update these records, which two key pieces of information does your file have to include? (Choose two.)

- A. Source system table structure should be similar to Oracle Sales Cloud table structure.
- B. Oracle Sales Cloud internal ID, or PUIDs, such as business keys or external IDs
- C. Source system reference value combination
- D. Source system base table details

**Answer: B,C**

**Question No : 16**

As an implementation consultant, you are asked to define a customer-specific template for all quota batch process outputs. Which tool would you use to customize quota batch process output templates? (Choose the best answer.)

- A. Oracle Reports
- B. Oracle BI Publisher
- C. Oracle Essbase Server
- D. Oracle BI Answers
- E. Oracle XML Developer's Kit (XDK)

**Answer: B**

**Question No : 17**

A customer has deployed the Oracle Sales Lead module for their lead management activities. The customer wants to use Assessment templates to follow up on qualified leads to gather additional information from customer/prospects, and to provide consistent guidance to sales resources to move the leads further along the sales cycle.

What are the three points to be considered while creating the Assessment templates? (Choose three.)

- A. Task templates
- B. questions, question groups, and weightages

- C. responses and interactions
- D. ratings
- E. sales methodology

**Answer: A,B,D**

**Question No : 18**

Which four key attributes can you configure to reference customers in Oracle Sales Cloud?  
(Choose four.)

- A. Reference association with Lead: In the references UI, the Lead tab displays all Leads where the reference customer was used.
- B. Collateral: Associates collateral with reference customers to give salespeople materials to help them make sales.
- C. Reference association with Opportunity: In the references UI, the Opportunity tab displays all Opportunities where the reference customer was used.
- D. Rank: Designates the internal ranking of the customer, such as 1,2, or 3.
- E. Status: Indicates whether or not the customer is an active reference.
- F. Reference profile: Stores and maintains the reference customer profile, which also displays some underlying party- specific attributes and lists the deals the reference has already participated in.

**Answer: B,D,E,F**

**Question No : 19**

The customization level is set to Extensible on a lookup type. Identify two actions that can be done on a lookup type during implementation. (Choose two.)

- A. Insert new code to a lookup type.
- B. Delete predefined codes in 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.

**Answer: A,E**