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問題集

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Exam : **1Z1-970**

Title : Oracle Sales Cloud 2017
Implementation Essentials

Version : DEMO

1.The Sales VP wants his Sales Representatives to be able to search across all objects in Oracle Sales Cloud.
Which profile option do you need to enable? (Choose the best answer.)
A. FUSION_FIELD_SEARCH_ENABLED
B. FUSION_APPS_SEARCH_ENABLED
C. FUSION_CUSTOM_SEARCH_ENABLE
D. FUSION_APPS_SEARCH_DISABLED
Answer: B

2.Which profile option needs to be enabled for the use of auxiliary dimensions in territory definition? (Choose the best answer.)
A. There is no need to set any profile option.
B. Customer Type for auxiliary dimension needs to be set to Customer Type.
C. Classification Category for auxiliary dimension needs to be set to Classification Category.
D. Customer Class for auxiliary dimension needs to be set to Customer Class.
E. Customer Account for auxiliary dimension needs to be set to Customer Type.
Answer: C

3.What two descriptions are needed for the attribute "Person type"? (Choose two.)
A. The selection you make is used for provisioning the employee abstract role.
B. The Oracle Sales Cloud Service creates the legal entity for you from the information you provide when you sign up for the Cloud Service.
C. The Oracle Sales Cloud Service creates the business unit for you from the information you provide when you sign up for the Cloud Service.
D. Enter contingent worker, for the provision of Contract or Non Payroll Employee.
Answer: A, D

4.Which statement is true about unique classifications? (Choose the best answer.)
A. it is possible to create a unique classification scheme only by re-purposing one of the existing classification schemes.
B. Oracle Sales Cloud comes with standard classifications, such as SIC and NAICS, and unique classification schemes may not be created.
C. A unique classification may be created in Oracle Sales Cloud and it may contain hierarchical relationships.
D. Unique classification schemes may be created, but will not be available as a territory dimension in Oracle Sales Cloud.
E. You must first create a lookup type (choice list) for a unique classification scheme.
Answer: A

5.You are asked to validate the potential revenue field on an opportunity object. The Child revenue line has four fields as Q1, Q2, Q3, and Q4 revenue, and the sum of Q1, Q2, Q3, and Q4 must be less than the potential revenue. You need to get the child object value from the parent object to validate.
Which is the correct option to achieve this? (Choose the best answer.)
A. Related Object

B. View Object

C. Reference Object

D. Related Collection

Answer: D