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**Exam** : **1z1-970**

**Title** : Oracle Sales Cloud 2017  
Implementation Essentials

**Vendor** : Oracle

**Version** : DEMO

**NO.1** Which three roles must you always provision to your sales users? (Choose three.)

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

**Answer:** A,C,E

Explanation

Reference

<https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oscus/sales-cloud-users-and-role-provisioning.html#O>

**NO.2** In the Desktop User Interface (Desktop UI), how would you configure the regional area of the Customer Center for all users?

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

**Answer:** B

**NO.3** What will happen when you configure the Quota Factor attribute of sales stages?

- A. This field drives metrics for the Stalled Opportunities report.
- B. This field signifies the average number of days that you expect this sales stage to last.
- C. This field feeds the data in the Sales Pipeline reports.
- D. This field represents the likelihood (in percent form) of winning the opportunity.
- E. This field allows the sales method to be shared across multiple business units.

**Answer:** C

Explanation

Reference [https://docs.oracle.com/cd/E48434\\_01/fusionapps.1118/e49571/F1109251AN5443C.htm](https://docs.oracle.com/cd/E48434_01/fusionapps.1118/e49571/F1109251AN5443C.htm)

**NO.4** Before your company upgrades the production environment, it must go through an UAT process in an upgraded test environment. Which three conditions must be met before the UAT can begin? (Choose three.)

- A. Sanity testing is complete
- B. Defects are logged and prioritized
- C. Test cases targeted for execution have been executed
- D. The test environment is stable and ready for testing
- E. The production to test (P2T) content migration is complete
- F. User sign-off has occurred

**Answer:** A,D,F

**NO.5** 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. You'll create all of the subgroups (under the root group) manually in the UI.
- B. The import procedures are covered in the topic, Importing Product Groups.
- C. You can directly import an entire product group along with a root group.
- D. You'll create only the root group in the UI and import the rest.

**Answer:** D

Explanation

Reference

[https://docs.oracle.com/cd/E60269\\_01/latest/E38328\\_01/salescs\\_gs/FASMC\\_eng/F1287486AN1365A.htm](https://docs.oracle.com/cd/E60269_01/latest/E38328_01/salescs_gs/FASMC_eng/F1287486AN1365A.htm)

**NO.6** Which two updates are typically performed on a quarterly basis? (Choose two.)

- A. Oracle optional updates
- B. Infrastructure updates to the database and hardware
- C. National Language Support updates to support language packs
- D. Vertex updates to update U.S. and Canadian tax rates and address validations
- E. Oracle mandatory updates

**Answer:** B,E

**NO.7** Which two actions occur in the application when a sandbox is published? (Choose two.)

- A. All other configurators' sandboxes become stale.
- B. The transactional data that is created in the active sandbox disappears.
- C. Changes made in the application are visible only for users chosen by the configurator.
- D. The application sends an email notification reaffirming the success of the sandbox publication.
- E. The application shows warnings if the sandbox is outdated.

**Answer:** C,D