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Exam : **1Z0-456**

Title : Oracle Fusion Customer Relationship Management 11g Sales Essentials

Version : Demo

1.Identify two components of sales coach that can assist in bringing opportunities to a successful close.

A. recommended documents

B. process steps

C. stalled deal limit

D. task

E. opportunity status

Answer: A,B

2.Select the three statements that describe the use of sales methodology in opportunity management.

A. Selection of sales methodology is mandatory for every opportunity.

B. Sales methodologies consist of one or more sales stages.

C. Selection of sales methodology is optional for an opportunity.

D. Sales methodologiesbest describe an organization's sales process

E. Sales methodologies include sales stages; each sales stage can be tied to a range of win probability and status.

Answer: B,E

3.A territory manager has created a proposal. When the proposal is validated, it can create active territories. Identify a condition that would result in an error during the validation process in Oracle Fusion Sales.

A. Parent territory covers all the dimensions of its child territories.

B. Active resources were added as dimension members.

C. Parent territory does not cover all the dimensions of its child territories.

D. A valid product has been added as a dimension member.

E. Partner sales representatives were added to child territories.

Answer: C

4.While configuring the Assignment Manager, you activate and create assignment mappings involving Geography ID, Industry and Customer Size. After an Internal review, your company decides to no longer base decisions on industry. Your supervisor asks a coworker to remove any industry considerations from the Fusion Assignment Manager. Your coworker does this by navigating to Industry and selecting the Inactive check box, but forgets to modify the existing mappings that already use Industry.

Select the expected system behavior based on this scenario.

A. The existing assignment mapping that uses Industry would continue to function; however no new assignment mapping could use Industry.

B. The existing assignment mapping that uses Industry would continue to function, but the concept of Industry would be automatically removed. The rule would continue on all other criteria.

C. Any assignment mapping that uses Industry would be automatically deleted.

D. Any time the existing mapping is used. Fusion will automatically create a resolution request.

E. This can't be done; assignment objects can't be set to inactive if there is a mapping defined using the object

Answer: E

5.Which three objectives are achieved by a spread formula?

A. Calculate the distribution of an amount among selected child territories regardless of the metrics

B. Spread the variance between the parent territory quota and the sum of child territory quotas to the child territories.

C. Calculate the ratios to use for the child territories through the use of the metric defined.

D. Equally distribute quota from the parent territory to child territories.

E. Distribute quota only to the parent territory.

Answer: B,C,D

6.When the opportunity import process was initially created, the Customer Data Management Duplicates field was left blank. You are now using this process to import flat files; each flat file contains 50 records. While reviewing the data, you happen to notice that the same opportunity is included in two separate flat files, but the value of the Sales Stage field is different in the second file. If you import both files, what will happen?

A. The second Import process will fail.

B. The second import process will succeed, but the duplicate opportunity record will fail.

C. The Fusion system will create a resolution request.

D. The Fusion system will create a duplicate record.

E. The Fusion system will update the opportunity record with the value from the second file.

Answer: E

7.There are four product lines in your sales organization. Each product has two subcategories.

Identify the product dimension attributes used for the definition of the territory structure.

A. Dimensions

B. Dimension Parameters

C. Dimension Members

D. Dimensions and Dimension Parameter

E. Dimensions, Dimension Parameters, and Dimension Members

Answer: C

8.Identify three functions of the Activate Sales Quota Plan process.

A. creates territory and resource quota records

B. sends workflow notifications to territory owners and administrators

C. activates territory quota spread formula

D. synchronizes territory quota changes

E. sets the sales quota plan status to Active

Answer: A,D,E

9.Identify the two correct statements regarding nonrevenue forecasts.

A. Multiple overlay resources cannot be forecast to the same primary deal.

B. Organizations have to explicitly enable the nonrevenue forecasting feature.

C. Nonrevenue forecast allows the same revenue to the forecast multiple times.

D. You cannot designate territories as forecastable for nonrevenue.

E. Nonrevenue forecast has no relationship with nonrevenue; quota goals set on the territory.

Answer: B

10.After creating custom fields for opportunities, you are ready to import legacy data into the Fusion system.

Which step is necessary before the opportunity data can be imported?

A. Navigate to the Application Composer and click the Generate button in the Import and Export, section.

B. Navigate to the Application Composer. Select the Enable import / Export check box for each custom field in the Import / Export section.

C. Navigate to the Application Composer. Click the Refresh button in the Custom Objects section.

D. Navigate to the task:Manage Import / Export for Custom Fields. Click the Synchronize button.

E. No special configuration steps are necessary before legacy opportunity data is imported into custom fields.

Answer: B

11.You are asked to define lookup that provides the ability to define a reference set of values based on a lookup code. Select the lookup type that you should choose for this scenario.

A. Standard lookup

B. Value Set

C. Set-Enabled lookup

D. Common lookup

E. Value-Enabled lookup

Answer: C

12.After adding a new product to a catalog, the product does not appear within the catalog. Identity the three actions you would take to resolve the problem.

A. Verify theproduct's life-cycle phaseand see if the start and end dates are correct.

B. Check that the product is listed in the correct catalog.

C. Verify that the catalog is set as a Rollup Catalog.

D. Verify that the catalog is not a Template Catalog.

E. Verify that the catalog edits have been published.

F. Verify that the catalog contains at least one promotion template for the new product.

Answer: A,B,E

13.Identify the metric that provides the sum of all weighted revenue values for all forecast items in the forecast period.

A. Quota metric

B. Expected Forecast metric

C. Estimated Adjustment metric

D. Pipeline metric

E. Closed Revenue metric

Answer: B

14.A sales representative has closed revenue of amount X for a territory for the year 2011, and amount Y for the same territory for the year 2009. Amount X is 122% of amount Y. The market potential for the territory for the year 2012 is an additional 10%.

Select the best rule to identify the appropriate quota amount (110% of amount X) for the same sales rep for the territory for 2012.

A. percentage change in a measure over three name time periods
B. X% growth of a measure overthree year exponential moving average
C. weighted average of a measure over the past three years
D. Scale a measure from a past period by X%.
E. percentage change in a measure value over two named periods

Answer: E

15.A company is, interested in assigning experienced and skilled sales representatives to their key customers.
Which two dimensions must be used for achieving this?

A. Geography
B. Account
C. Customer Size
D. Organization Type
E. Product

Answer: A,B

16.Comprehensive reference and Competitor management helps a sales organization to increase sales velocity and sales productivity.
Which is true regarding Oracle Fusion reference and competitor management?

A. Enables a sales organization to track and manage activity threshold for a competitor.
B. Enables a sales organization to track revenue won to date, while using reference
C. Enables a sales organization to develop an end-to-end customer reference program from reference program development, enrolling, and managing reference.
D. Enables sales organization to develop a comprehensive SWOT analysis of a competitor.
E. Enables sales organization to develop a comprehensive SWOT analysis of a reference.

Answer: D

17.An organization is implementing close opportunity management functionality. Select three profile options available to configure the close opportunity management process in Oracle Fusion Sales.

A. Close Opportunity How Enabled
B. Close Opportunity Reference Enabled
C. Close Opportunity Win/Loss Enabled
D. Close Opportunity Competitor Enabled
E. Close Opportunity Status Enabled

Answer: C,D,E

18.A company has implemented Oracle Fusion Lead Management. The sales manager in the company has asked the sales team to qualify leads for further follow ups with customers/prospects.
What are the three parameters that determine lead qualification?

A. approved budget
B. lead owner assigned

C. definite purchase timeline
D. Identified decision maker
E. ratings
Answer: A,C,E

19.You are configuring the Sales Assignment Manager based on resource candidates and credit allocation candidates. In your company, resources change frequently but credit allocation is more stable. You a currently deciding how to set the Fusion cache values.
Select the true statement based on this scenario.
A. Oracle Fusion cache refresh is set at the Owner Objectlevel because resources change frequently;the Sales cache should be updated daily.
B. Oracle Fusion cache refresh is set at the Candidate Object level, but must be the same across all levels; because resources change frequently, the cache should be updated daily.
C. Oracle Fusion cache refresh is set on individual candidate objects; Resource should be set to dally but Credit Allocation might be set to weekly.
D. This scenario can't be accomplished because it is not possible to have multiple candidate objects for one owner object.
E. Oracle Fusion Objects are not cached; therefore no cache configuration is necessary.
Answer: C

20.The sales manager in a company conducts product demos for customers frequently as part of lead management. As part of his activity, the sales manager has two coordinate with different departments in the company through emails to conduct the product demos effectively. Coordination with other departments by emails is a time-consuming activity and requires multiple follow ups. Choose the correct solution to automate these coordination activities.
A. UseAssessmentTemplates.
B. UseSalesMethods.
C. UseTaskTemplates.
D. UseResourcesGroups.
E. UseAssessmentTemplates andTaskTemplate.
Answer: E