



1Z0-970^{Q&As}

Oracle Sales Cloud 2017 Implementation Essentials

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**QUESTION 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.

Correct Answer: A

QUESTION 2

In Data Quality Management, for which three entities are real-time and batch matching available? (Choose three.)

- A. Opportunity
- B. Location
- C. Person
- D. Organization
- E. Lead

Correct Answer: BCD

Reference <https://docs.oracle.com/en/cloud/saas/sales/r13-update17d/oacdm/define-dataquality.html#OACDM1436853>

QUESTION 3

Your customer wants to track the change history of the Opportunity business object. After setting the audit level of the Sales Cloud Application to "Auditing", you still cannot see any audit log.

Which configuration step must be completed to achieve this requirement?

- A. Defining the logging path
- B. Defining the users that are going to be audited
- C. Selecting the Opportunity business object and the attributes that you want to log
- D. Setting the log event level to 5
- E. Selecting the events that you want to log

Correct Answer: B

**QUESTION 4**

You are configuring Sales Methods and related Sales Stages for your customer. Which four complex fields can you configure at Sales Stage level but not at Sales Method level? (Choose four.)

- A. Duration
- B. Set
- C. Stalled Deal Limit
- D. Close Window
- E. Win Probability
- F. Quota Factor

Correct Answer: ACEF

QUESTION 5

When you are working in an active sandbox, which three actions can you perform? (Choose three.)

- A. Create object workflows.
- B. Exit or publish the sandbox.
- C. Extend the underlying data model by creating custom objects and fields.
- D. Create custom subject areas to design reports in BI Composer and BI Answers by setting the profile option to ZCX_ENABLE_CSA_SANDBOX_Y_N = No.
- E. Generate artifacts to import and export data.

Correct Answer: ABE

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