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Exam : **1Z1-456**

Title : Oracle Fusion Customer
Relationship Management
11g Sales Essentials

Vendors : Oracle

Version : DEMO

NO.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

NO.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 methodologies best 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

NO.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

NO.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

NO.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