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**Exam** : **1z0-1014**

**Title** : Oracle Sales Cloud 2018  
Implementation Essentials

**Vendor** : Oracle

**Version** : DEMO

**NO.1** Which two options should you check for before importing product groups by using File-Based Import?

(Choose two.)

- A.** whether all the required data values are configured and imported in the production instance
- B.** whether all the products related to the products groups to be imported already exist in the production instance
- C.** whether all the product groups that are to be imported already exist in the production instance
- D.** whether the Sales Cloud was customized to capture additional attributes and whether the customization has already been migrated

**Answer:** A,D

**NO.2** 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 can directly import an entire product group along with a root group.
- B.** You'll create only the root group in the UI and import the rest.
- C.** The import procedures are covered in the topic, Importing Product Groups.
- D.** You'll create all of the subgroups (under the root group) manually in the UI.

**Answer:** B

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.3** Which two actions occur in the application when a sandbox is published? (Choose two.)

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- D.** The application shows warnings if the sandbox is outdated.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

**Answer:** A,B

**NO.4** Each employee user should have access to Business Intelligence (BI) reports and the ability to run and monitor background processes. How can you achieve this?

- A.** Employee (abstract role) provides access to BI reports and the ability to run and monitor background processes.
- B.** Employee (abstract role) provides access to all setup tasks across all products.
- C.** Employee (abstract role) provides access to the Employee Manager Resource role.
- D.** Employee (abstract role) provides access to security tasks, including the ability to assign other enterprise roles.

**Answer:** A

Explanation

Reference

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

**NO.5** Which three options are mandatory procedures to consider in migration planning? (Choose three.)

- A.** Check if there are no configuration records at all in the production environment.
- B.** Verify if both environments are in the same release and patch bundle.
- C.** Review all the customizations and configuration performed in the test environment.
- D.** Define which data should be migrated from the test environment.
- E.** Lock all the configuration data in the test environment.

**Answer:** B,C,D

**NO.6** Your organization has two service lines across three continents: one for tech companies and another for oil and gas companies. The oil and gas service primarily supports two categories, each of which will require different technical knowledge.

Identify three territory dimensions that need to be used for an optimal territory definition. (Choose three.)

- A.** Geography
- B.** Customer Size
- C.** Industry
- D.** Account
- E.** Product

**Answer:** A,C,E

Explanation

Reference <https://cloud.oracle.com/opc/saas/datasheets/oracle-sales-cloud-territory-management-ds.pdf>