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**Exam** : **1z0-336**

**Title** : Oracle Sales Cloud 2016  
Implementation Essentials

**Vendor** : Oracle

**Version** : DEMO

NO.1 Your company wants to integrate Oracle Sales Cloud Application with Oracle Applications Suite. It includes child resources to manage child objects such as addresses and relationships.

Which web service should you use? (Choose the best answer.)

- A. REST web services
- B. SOAP web services
- C. RESTful WEB Services
- D. Sales Cloud Web Services
- E. Simplified Web Services

**Answer:** B

NO.2 Which four options are copied when you copy an opportunity? (Choose four)

- A. Revenue information, such as quantity, unit price, revenue amount, and the like
- B. Opportunity header attributes, including standard and custom fields
- C. Schedule information and the underlying scheduled transactions
- D. Sales credits, including recipients, amounts, and percentages
- E. Notes, Tasks, Appointments
- F. Assessments, Attachments, Deal registrations

**Answer:** A,B,C,D

NO.3 As an implementation consultant, you are asked to define a customer-specific template for all quota batch process outputs. Which tool would you use to customize quota batch process output templates? (Choose the best answer.)

- A. Oracle Reports
- B. Oracle BI Publisher
- C. Oracle Essbase Server
- D. Oracle BI Answers
- E. Oracle XML Developer's Kit (XDK)

**Answer:** B

NO.4 Which three statements are true with respect to an internal territory and a partner territory? (Choose three.)

- A. You cannot assign specific partner territories to an account that contains only partner resources.
- B. Salesperson territory is the area of responsibility of a sales representative over a set of accounts, leads, and opportunities.
- C. Internal territories can only have internal resources assigned, while partner territories are controlled by the partner organization.
- D. A partner territory is the jurisdiction of the reselling partner and contains partner resources.

**Answer:** B,C,D

NO.5 Identify three options to create a partner member. (Choose three.)

- A. as a User
- B. as a child Partner Organization
- C. as a Contact

- D. as a Resource
- E. as an Organization

**Answer:** A,C,D

NO.6 Which three features are available for Outlook configuration in Application Composer? (Choose three.)

- A. Within Application Composer, you can set up record-level event validations and configure installation settings.
- B. Within Application Composer, you can customize layouts, configure data, and configure synchronization settings.
- C. Within Application Composer, you can configure the Outlook Toolbar Ribbon.
- D. Within Application Composer, you can edit the fields and sections displayed in Outlook forms.

**Answer:** A,B,D

NO.7 What will happen when you configure the Quota Factor attribute of sales stages? (Choose the best answer.)

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

**Answer:** D