ORACLE 1Z0-1061-21

Oracle CX Sales Implementation Essentials Certification Questions & Answers

---

Get Instant Access to Vital Exam Acing Materials | Study Guide | Sample Questions | Practice Test

---

1Z0-1061-21

Oracle CX Sales 2021 Certified Implementation Specialist

55 Questions Exam – 62% Cut Score – Duration of 90 minutes

Table of Contents:

Discover More about the 1Z0-1061-21 Certification

Are you interested in passing the Oracle 1Z0-1061-21 exam? First discover, who benefits from the 1Z0-1061-21 certification. The 1Z0-1061-21 is suitable for a candidate if he wants to learn about Oracle Sales Force Automation. Passing the 1Z0-1061-21 exam earns you the Oracle CX Sales 2021 Certified Implementation Specialist title.

While preparing for the 1Z0-1061-21 exam, many candidates struggle to get the necessary materials. But do not worry; your struggling days are over. The 1Z0-1061-21 PDF contains some of the most valuable preparation tips and the details and instant access to useful 1Z0-1061-21 study materials just at one **click**.

Oracle 1Z0-1061-21 CX Sales Implementation Essentials Certification Details:

Exam Name	Oracle CX Sales 2021 Implementation Essentials
Exam Code	1Z0-1061-21
Exam Price	USD $245 (Pricing may vary by country or by localized currency)
Duration	90 minutes
Number of Questions	55
Passing Score	62%
Format	Multiple Choice Questions (MCQ)
Recommended Training	**Oracle CX Sales 2021 Certified Implementation Specialist** **Oracle CX Sales and B2B Service Learning Subscription**
Schedule Exam	**Pearson VUE**
Sample Questions	**Oracle CX Sales 2021 Certified Implementation Specialist (OCS)**
Recommended Practice	**1Z0-1061-21 Online Practice Exam**

1Z0-1061-21 Syllabus:

Initial Setup	- Set up Enterprise and Industry - Manage Roles, Visibility, and Security - Plan for Access Control - Manage Personalization and Internationalization - Set up Organizations and Users - Define and enable Geographies - Profile Options, Lookups, and Scheduled Processes - Create the Accounting Calendar - Configure Multiple Business Units
Customer Management	- Manage Accounts and Contacts - Manage Activities - Manage Data Quality
Lead Management	- Manage Leads and Assessments
Opportunity Management	- Describe Sales Methods - Configure Opportunity Management - Set up Products and Sales Catalogs
Forecasting	- Describe Forecasting Options
Territory Management and Assignment Rules	- Manage Territories and Assignments
Configure Channel Sales	- Describe Partner on-boarding process - Create Partner Accounts and Partner Contacts
Migrate Configurations to Production	- Migrate Configuration to Production
Manage Extensions for Sales	- Describe the Oracle Recommended guidelines for working in sandboxes - Describe the Tools used to extend and modify the application - Extend Custom Fields and Pages - Use Scripting and Web Services - Tailor the User Interface
Cloud Implementations	- Describe Cloud instance management, including Updates, Upgrades, and Environment Refreshes - Set up auditing policy
Measure Performance	- Manage Sales Analytics
Search	- Configure Search

Broaden Your Knowledge with Oracle 1Z0-1061-21 Sample Questions:

Question: 1

You have created your product group hierarchy, either directly in the UI or through filebased import. Now you want to publish, enable, and validate it.

Which three statements are correct?

(Choose three.)

a) Validate that the catalog appears in the consuming applications.
b) When you publish, the application will attempt to publish all product groups that are unlocked. If you don't want some groups to be published, then you must lock them.
c) After you publish your product groups, if they are not published properly, you can delete them and republish.
d) Enable the catalog by assigning the root node to the "Base" usage.
e) You must publish the root node of the hierarchy in order for it to be available in the Manage Product Group Usage.

Answer: c, d, e

Question: 2

You are customizing the mapping between a lead and an opportunity in order to add custom fields. You copy the standard mapping and add appropriate fields to the new mapping that is created.

However, your changes are not successful. Why?

a) You should have modified the standard mapping itself instead of copying and creating a new one. Only one mapping is allowed.
b) You must set the "MKL_DIRECT_LEAD_TO_OPTY_MAPPING_NAME" profile to the name of your custom mapping.
c) You must modify the Business Process Flow "Copy Lead To Opportunity Map" to refer to your custom mapping.
d) You need to raise a ticket to My Oracle Support to bounce the server.
e) You must modify the Object Workflow "Copy Lead To Opportunity Map" to refer to your custom mapping.

Answer: e

Question: 3

Identify an important prerequisite check that you should perform before importing product groups by using File-Based Import.

a) whether all the product groups that are to be imported already exist in the production instance
b) whether all the required data values are configured and imported in the production instance
c) whether the Sales Cloud was customized to capture additional attributes and whether the customizations have already been migrated
d) whether all the products related to the products groups to be imported already exist in the production instance

Answer: c

Question: 4

When you are working in an active sandbox, which three actions can you perform?

(Choose three.)

a) Extend the underlying data model by creating custom objects and fields.
b) Create object workflows.
c) Generate artifacts to import and export data.
d) Exit or publish the sandbox.
e) 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.

Answer: b, c, d

Question: 5

The marketing analyst launched two promotions and is analyzing the responses. The source codes of several treatments are identical. What happened?

a) This is normal behavior. Source codes are based on the Combination of campaign, stage instance, and audience.
b) Source codes are defined by the end user in the Manage Multistage Campaign task.
c) This is normal behavior. Source codes are based on the combination of stage instance, audience and treatment.
d) Source codes in the Review Marketing Source Codes task were customized.

Answer: a

Question: 6

A date has been scheduled for your Sales Cloud environment upgrade. Which step must be performed in order to confirm the upgrade?

    a) Enter your name and contact information. Click Submit Request.
    b) Sign in to My Services for the environment to be upgraded by specifying the data center on the Oracle Cloud Portal, and then clicking My Services.
    c) Select Schedule Maintenance from the Actions menu in the service listing on the Dashboard page, and then choose Release 12 Upgrade.
    d) Select Schedule Maintenance from the Actions menu in the service listing on the Dashboard page.
    e) Select the scheduled maintenance that you want to confirm from the list. Click Edit, and then read and accept the Terms and Conditions.
    f) Choose from an available upgrade date.

Answer: b

Question: 7

Which action must be performed when a Sales Catalog is imported with errors because it was assigned to an incorrect product group?

    a) Log out from the application and log in again.
    b) Inactivate the Sales Catalog version and create a new one.
    c) Request a rollback from the application support team.
    d) Access the Sales Catalog options and erase it.
    e) Delete the Sales Catalog from the production environment.

Answer: e

Question: 8

Identify two activities that the Refresh Forecast process performs during a sales forecast. (Choose two.)

    a) It keeps future unfrozen forecast synchronized with the current opportunity data.
    b) It updates the latest changes to the territory hierarchy.
    c) It verifies that the opportunities are present with revenue line items, and notifies the user if the revenue line items are missing.
    d) It keeps the forecast items that no longer meet forecast criteria.
    e) It ensures that the forecasting schedule is generated and has the correct due date.

Answer: a, b

Question: 9

Before your company upgrades the production environment, it must go through an UAT process in an upgraded test environment.

Which three conditions must be met before the UAT can begin?

(Choose three.)

    a) Defects are logged and prioritized
    b) Sanity testing is complete
    c) User sign-off has occurred
    d) The production to test (P2T) content migration is complete
    e) The test environment is stable and ready for testing
    f) Test cases targeted for execution have been executed

Answer: b, c, e

Question: 10

Which module maintains the industry hierarchy for territory definition?

    a) Partner Management
    b) Territory Management
    c) Trading Management
    d) Sales Quota Management

Answer: b

Avail the Study Guide to Pass Oracle 1Z0-1061-21 CX Sales Implementation Essentials Exam:

- Find out about the 1Z0-1061-21 syllabus topics. Visiting the official site offers an idea about the exam structure and other important study resources. Going through the syllabus topics help to plan the exam in an organized manner.
- Once you are done exploring the **1Z0-1061-21 syllabus**, it is time to plan for studying and covering the syllabus topics from the core. Chalk out the best plan for yourself to cover each part of the syllabus in a hassle-free manner.
- A study schedule helps you to stay calm throughout your exam preparation. It should contain your materials and thoughts like study hours, number of topics for daily studying mentioned on it. The best bet to clear the exam is to follow your schedule rigorously.
- The candidate should not miss out on the scope to learn from the 1Z0-1061-21 training. Joining the Oracle provided training for 1Z0-1061-21 exam helps a candidate to strengthen his practical knowledge base from the certification.
- Learning about the probable questions and gaining knowledge regarding the exam structure helps a lot. Go through the **1Z0-1061-21 sample questions** and boost your knowledge
- Make yourself a pro through online practicing the syllabus topics. 1Z0-1061-21 practice tests would guide you on your strengths and weaknesses regarding the syllabus topics. Through rigorous practicing, you can improve the weaker sections too. Learn well about time management during exam and become confident gradually with practice tests.

Career Benefits:

Passing the 1Z0-1061-21 exam, helps a candidate to prosper highly in his career. Having the certification on the resume adds to the candidate's benefit and helps to get the best opportunities.

Here Is the Trusted Practice Test for the 1Z0-1061-21 Certification

DBExam.com is here with all the necessary details regarding the 1Z0-1061-21 exam. We provide authentic practice tests for the 1Z0-1061-21 exam. What do you gain from these practice tests? You get to experience the real exam-like questions made by industry experts and get a scope to improve your performance in the actual exam. Rely on DBExam.com for rigorous, unlimited two-month attempts on the **1Z0-1061-21 practice tests**, and gradually build your confidence. Rigorous practice made many aspirants successful and made their journey easy towards grabbing the Oracle CX Sales 2021 Certified Implementation Specialist.

Start Online Practice of 1Z0-1061-21 Exam by Visiting URL
https://www.dbexam.com/oracle/1z0-1061-21-oracle-cx-sales-2021-implementation-essentials