



ORACLE 1Z0-1061-21 STUDY GUIDE PDF

Grab the Oracle CX Sales Implementation Essentials Certification PDF
Questions & Answers

[Details of the Exam-Syllabus-Questions](#)

1Z0-1061-21

Oracle CX Sales 2021 Certified Implementation Specialist

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

Table of Contents:

Get an Overview of the 1Z0-1061-21 Certification:	2
Why Should You Earn the Oracle 1Z0-1061-21 Certification?	2
What Is the Oracle 1Z0-1061-21 CX Sales Implementation Essentials Certification Exam Structure?.....	3
Enhance Knowledge with 1Z0-1061-21 Sample Questions:	4
What Study Guide Works Best in Acing the Oracle 1Z0-1061-21 CX Sales Implementation Essentials Certification?	8
Explore the Syllabus Topics and Learn from the Core:	8
Make Your Schedule:	8
Get Expert Advice from the Training:	8
Get Access to the PDF Sample Questions:	8
Avoid Dumps and Utilize the Oracle 1Z0-1061-21 Practice Test:.....	9

Get an Overview of the 1Z0-1061-21 Certification:

Who should take the [1Z0-1061-21 exam](#)? This is the first question that comes to a candidate's mind when preparing for the CX Sales Implementation Essentials certification. The 1Z0-1061-21 certification is suitable for candidates who are keen to earn knowledge on the Oracle Sales Force Automation and grab their Oracle CX Sales 2021 Certified Implementation Specialist. When it is about starting the preparation, most candidates get confused regarding the study materials and study approach. But 1Z0-1061-21 study guide PDF is here to solve the problem. 1Z0-1061-21 PDF combines some effective sample questions and offers valuable tips to pass the exam with ease.

Why Should You Earn the Oracle 1Z0-1061-21 Certification?

There are several reasons why one should grab the 1Z0-1061-21 certification.

- The CX Sales Implementation Essentials certification proves to be one of the most recognized certifications.
- The certification badge proves the knowledge of the candidate regarding subject matters and makes his resume presentable to potential candidates.
- Thus earning the [Oracle CX Sales 2021 Certified Implementation Specialist](#) is a powerful qualification for a prosperous career.

What Is the Oracle 1Z0-1061-21 CX Sales Implementation Essentials Certification Exam Structure?

Initial Setup	<ul style="list-style-type: none"> - 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	<ul style="list-style-type: none"> - Manage Accounts and Contacts - Manage Activities - Manage Data Quality
Lead Management	<ul style="list-style-type: none"> - Manage Leads and Assessments
Opportunity Management	<ul style="list-style-type: none"> - Describe Sales Methods - Configure Opportunity Management - Set up Products and Sales Catalogs
Forecasting	<ul style="list-style-type: none"> - Describe Forecasting Options
Territory Management and Assignment Rules	<ul style="list-style-type: none"> - Manage Territories and Assignments
Configure Channel Sales	<ul style="list-style-type: none"> - Describe Partner on-boarding process - Create Partner Accounts and Partner Contacts
Migrate Configurations to Production	<ul style="list-style-type: none"> - Migrate Configuration to Production
Manage Extensions for Sales	<ul style="list-style-type: none"> - 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	<ul style="list-style-type: none"> - Describe Cloud instance management, including Updates, Upgrades, and Environment Refreshes - Set up auditing policy

Measure Performance	- Manage Sales Analytics
Search	- Configure Search

Enhance Knowledge with 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

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: 3

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: 4

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: 5

Which module maintains the industry hierarchy for territory definition?

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

Answer: b

Question: 6

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: 7

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: 8

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: 9

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: 10

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

What Study Guide Works Best in Acing the Oracle 1Z0-1061-21 CX Sales Implementation Essentials Certification?

The 1Z0-1061-21 study guide is a combination of some proven study tips and the combination of all valuable study materials like sample questions, syllabus and practice tests in one place.

Explore the Syllabus Topics and Learn from the Core:

If you are determined to earn success in the CX Sales Implementation Essentials exam, getting in full touch of the [syllabus](#) is mandatory. During preparation, you might not like all syllabus sections or topics, but try to get at least the fundamental knowledge from the sections you don't like. The more you possess knowledge on all syllabus sections, the more is the chance to attempt maximum number of questions during the actual exam.

Make Your Schedule:

Studying and completing the syllabus becomes easier, if you work on the syllabus topics after making a schedule. Your syllabus must mention what areas you want to cover and within what time. Once you make a schedule and follow it regularly, syllabus completion becomes easier and preparation becomes smoother.

Get Expert Advice from the Training:

Do not forget to join the Oracle 1Z0-1061-21 training if it is providing any. Training enhances the practical knowledge of a candidate, which helps them to work well in the practical field during projects.

Get Access to the PDF Sample Questions:

If your study material is in a [PDF format](#) or the materials are mobile-friendly, what could be better than that? Get access to the free sample questions and keep enhancing your knowledge beyond the syllabus.

Avoid Dumps and Utilize the Oracle 1Z0-1061-21 Practice Test:

Why should you rely on practice tests? The reason is simple: you must get familiar with the exam pattern before reaching the exam hall. An aspirant aware of the exam structure and time management during the exam preparation can perform well in the actual exam and attempt the maximum number of questions during the exam.

Many aspirants prefer to read from dumps, but they miss out on the self-assessment method. Therefore, 1Z0-1061-21 practice tests always stand out to be the better choice than dumps PDF.

Avail the Proven 1Z0-1061-21 Practice Test for Success!!!

Do you want to pass the 1Z0-1061-21 exam on your first attempt? Stop worrying; we, DBExam.com are here to provide you the best experience during your Oracle CX Sales 2021 Implementation Essentials preparation. Try out our free mock tests to get a glimpse of our quality study materials, and build your confidence with the premium [1Z0-1061-21 practice tests](#). Our expert-designed questions help you to improve performance and pass the exam on your first attempt.