Exam Questions 1z0-974

Oracle Revenue Management Cloud Service 2017 Implementation Essentials

https://www.2passeasy.com/dumps/1z0-974/

NEW QUESTION 1
Which three tasks can be performed In the Revenue Management Work Area?

A. Edit Contract Identification Rules.
B. Review Observed Standalone Selling Prices.
C. Manage contracts in "Pending Review" status.
D. Manage contracts in "Pending Allocation" status.
E. Review Performance Satisfaction Plans.
F. Review Revenue Price Profile

Answer: BCD

NEW QUESTION 2
Which two are incorrect statements about the Oracle Fusion Receivables Transaction Sources section in the Manage Revenue Management System Options page?

Given:

Oracle Fusion Receivables Transaction Sources

View ▼   +   ✕   ⊞   ⊡   ☞ Detach

* Ledger	* Transaction Source	Transaction Source Set	* Extraction Start Date	Extraction End Date
No data to display.				

A. Revenue Management can only integrate to Fusion Receivables.
B. You can add up to 5 Transaction Sources as part of your integration with Fusion Receivables.
C. You can choose which Transaction Sources in Fusion Receivables integrate to Revenue Management.
D. You can define date filters in order to consider only relevant data needed to comply with the new revenue recognition standards.

Answer: AB

NEW QUESTION 3
What is a contract modification?

A. a change to the contract caused by negotiation with the customer
B. a revision or correction to the estimate of variable consideration made at inception
C. a change (modification) to the contract data
D. an increase or decrease in expected collectability

Answer: C

NEW QUESTION 4
Which three attributes are helpful in defining a Contract Identification Rule?

A. Product Description
B. Quote Number
C. Delivery Address
D. Bill To Customer
E. Ledger
F. Business Unit

Answer: ABD

NEW QUESTION 5
Which is NOT a required piece of information when importing contract header Information from a
source file?

A. Date of Source Document
B. Source Document Type code
C. Record Type
D. Source System
E. Currency code of source document
F. Source Document Unique Identifier Number 1

Answer: A

NEW QUESTION 6
Why are Source Document Type Codes required when defining Source Document Types?

A. Because they are Revenue Management Descriptive Flexfields.
B. Because they are needed for integration with Product Management.
C. Because they are needed for the VRM_SOURCE_DOCUMENTS table to populate extensible attributes.
D. Because they provide uniqueness to the Source Document Type

Answer: D

NEW QUESTION 7
Which is a term under ASC 606 or IFRS 15?

A. transaction price
B. promise detail
C. initial performance event
D. requires complete

Answer: B

NEW QUESTION 8
The predefined Revenue Contract Account Activities Report provides data extracted from which two sources?

A. Oracle Revenue Management Cloud
B. Oracle Receivables
C. Oracle General Ledger
D. Oracle Subledger Accounting

Answer: AC

NEW QUESTION 9
A Corporation has a business requirement to build a custom Revenue Management report that users could run from the Scheduled Processes page.
Which reporting tool must be used to address this business requirement?

A. Smart View
B. Business Intelligence Publisher
C. Oracle Transactional Business Intelligence
D. Reporting Studio

Answer: B

NEW QUESTION 10
Your organization Is selling a warranty plan to customers that covers appliances for one year. Revenue must be recognized gradually by month until the warranty expires.
Which Revenue Scheduling Rule Type needs to be defined for the Performance Satisfaction Plan?

A. Fixed Schedule
B. Variable Schedule
C. Daily Revenue Rate, All Periods
D. Daily Revenue Rate, Partial Periods
E. Partial Schedule
F. Daily Revenue Rate

Answer: A

NEW QUESTION 10
You define a Performance Obligation Identification Rule that uses the following matching attribute to group source document lines:
Extensible Line Character Attribute 7 Based on the data displayed:

Bill To Customer Reference	Extensible Line Character Attribute 7	Extensible Line Character Attribute 8
7394691	Warranty	Connectivity Plan 300
7394691	Device	Connectivity Plan 300
7394691	Device	Connectivity Plan 300
7394691	Data Plan	Connectivity Plan 300

A. 3
B. 4
C. 2
D. 1

Answer: A

NEW QUESTION 15
The predefined Revenue Contract Account Activities report originally had only one output option of spreadsheet.
Which output option can you now also choose to assist In handling a large number of records?

A. HTML
B. PowerPoint
C. Flat File
D. PDF

Answer: C

NEW QUESTION 20
Given Revenue Management uses the Subledger Accounting engine to create journal entries from customer contracts, which Is NOT a predefined Accounting Class?

A. Contract Asset
B. Contract Price Variance
C. Contract Liability
D. Contract Revenue
E. Contract Expense
F. Contract Clearing

Answer: E

NEW QUESTION 23

What is a Performance Obligation?

A. a combination of customer type and product code
B. a product code or SKU
C. a promise to a customer on which either party has acted
D. a promise to a customer

Answer: D

NEW QUESTION 27

A corporation wants to use any potential values In a segment of their Pricing Dimension Structure, as long as those values do not exceed a length of 50 characters.
Which validation type must be selected when defining this Value Set?

A. Table
B. Subset
C. Independent
D. Format Only
E. Dependent

Answer: D

NEW QUESTION 29

A corporation does not have reliable historical Standalone Selling Prices stored In Its source systems. What option is available to help the corporation in this scenario?

A. Navigate to the "Manage Revenue Price Profiles" page and enter estimated prices manually in the browser user interface.
B. Load estimated prices to table VRM_SOURCE_DOCUMENTS using SQL script.
C. Navigate to the "Manage Revenue Price Profiles" page and download spreadsheet template to enter estimated prices manually.
D. Run the Calculate Observed Standalone Selling Prices program to derive price

Answer: C

NEW QUESTION 31

Given It Is critical to capture common link values In one or more attributes on the source document lines in order to build effective Performance Obligation Identification Rules, how many User Extensible Fields does Revenue Management provide to facilitate the capture of this data?

A. 60 User Extensible Fields
B. 10 User Extensible Fields
C. 90 User Extensible Fields
D. 50 User Extensible Fields

Answer: C

NEW QUESTION 36

A furniture store Is running a promotion for a toaster with the purchase of a sofa or chair set. Data about the free toaster is not captured in any upstream application.
How should you handle this scenario In Revenue Management?

A. Ignore the performance obligation for the toaster because it was free of cost to the customer.
B. Define an Implied Performance Obligation Template to automatically add a performance obligation for the toaster.
C. Create the performance obligation for the toaster manually.
D. Define an adhoc rule in the Revenue Price Profile to include the toaste

Answer: B

NEW QUESTION 41

You have defined 3 Contract Identification rules: Rule A, Rule B, and Rule C. You then decide that Rule C needs to be the first rule executed when the "Identify Customer Contracts" process runs. Which attribute needs to be updated to achieve this objective?

A. Freeze Period
B. Default Classification
C. Source Document Type
D. Priority

Answer: D

NEW QUESTION 42
Given your organization's Interactions with one of Its customers:
* A consultant is deployed to assist customer on 10-Sep-2017.
* A Sales order Is booked on 14-Sep-2017.
* The Product is shipped on 15-Sep-2017. An invoice is issued on 20-Sep-2017. When do you accrue the contract liability?

A. when the consultant is deployed to assist customer on 10-Sep-2017
B. when the product is shipped on 15-Sep-2017
C. when the sales order Is booked on 14-Sep-2017
D. when an invoice is issued on 20-Sep-2017

Answer: B

NEW QUESTION 45
Which three types of reference data critical to the Integration of a source system need to be synchronized between an external system and Revenue Management?

A. Suppliers
B. Business Units
C. Customers
D. Inventory items
E. Receivables configurations
F. Banks, branches and bank accounts

Answer: BCD

NEW QUESTION 49
You define a Contract Identification Rule that uses the following source document attributes to match
transaction lines:
Bill-to Customer Party Identifier Extensible Header Character Attribute 4 Based the data displayed:

* Business unit name	* Legal entity name	Bill-to customer reference in the source system	Extensible Header Character Attribute 2	Extensible Header Character Attribute 3	Extensible Header Character Attribute 4
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2001	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2002	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2003	QTE177003
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2004	QTE177004
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2005	QTE177004

How many contracts will be created In Revenue Management?

A. 3
B. 1
C. 5
D. 4

Answer: A

NEW QUESTION 52
A corporation uses a pricing policy that considers deal size to calculate price per unit for its products. For example:

Deal Size	Price Per Unit
Less than $50,000	$100.00
More than $50,000	$85.00

Which Price Band Segment Label would be appropriate to use in this case?

A. Amount Band
B. Deal Size Band
C. Set Band
D. Quantity Band

Answer: A

NEW QUESTION 53
In Revenue Management the Selling Amount and Allocated Amount may be different. How does
Revenue Management account for this difference?

A. It tracks the difference in a Discount Allocation Account at the contract line level.
B. It tracks the difference in a Write-off Allocation Account at the contract level.
C. It tracks the difference In a Discount Allocation Account at the contract level.
D. It Tracks the difference in a Write-Off Allocation Account at the contract line leve

Answer: C

NEW QUESTION 55

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