



**Vendor:** Oracle

**Exam Code:** 1Z0-336

**Exam Name:** Oracle Sales Cloud 2016 Implementation  
Essentials

**Version:** DEMO

### QUESTION 1

Which statement is false about dynamic choice list fields? (Choose the best answer.)

- A. Dynamic choice list fields are based on a many-to-one relationship between objects.
- B. Dynamic choice list fields are available only for standard objects. U c
- C. Dynamic choice list fields establish a relationship between objects.
- D. Dynamic choice list fields derive values from existing data on another object.

**Answer:** BCD

### QUESTION 2

Which three statements are true about the Resource Directory in Oracle Sales Cloud? (Choose three.)

- A. This is where a sales person can view the complete reporting hierarchy.
- B. It provides information about sales resources, their organizations, teams, and roles.
- C. This is where administrators can manage information about all resources, resource organizations, and teams.
- D. This is where sales persons and sales managers can manage information about all resources, resource organizations, and teams.
- E. This is where sales resources can view all associated data (opportunity, lead, and customers).

**Answer:** BCD

### QUESTION 3

Identify three lookup types that are required to manage Leads in Oracle Sales Cloud. (Choose three.)

- A. Manage Time Frames
- B. Manage Lead Status
- C. Manage Resource Groups
- D. Manage Ranks
- E. Manage Resources

**Answer:** ABD

### QUESTION 4

Which statement is correct with regards to leads and opportunities? (Choose the best answer.)

- A. You can have multiple leads associated with a single opportunity but not a single lead associated with multiple opportunities.
- B. Once a lead is converted to an opportunity, you cannot associate another opportunity with it.
- C. Lead to opportunity is a one-to-one relation, hence you cannot have one lead assigned to multiple opportunities.
- D. Once a lead is converted to an opportunity, you can manually add multiple opportunities to it.

**Answer:** B

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