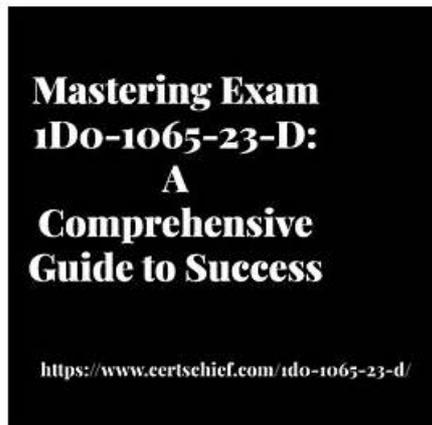# 1D0-1065-23-D Commitment to Your Oracle 1D0-1065-23-D Exam Success

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Oracle Fusion Cloud Procurement 2023 Implementation Professional - Delta Sample Questions (Q101-Q106):

NEW QUESTION # 101
What are the main benefits of utilizing Assessments in Oracle Fusion Cloud Procurement?

- A. Streamlined procurement processes and increased compliance.
- B. Improved supplier evaluation and performance tracking.
- C. Enhanced purchasing efficiency and cost savings.
- D. Better management of supplier qualifications and certifications.

Answer: A

Explanation:
Utilizing Assessments in Oracle Fusion Cloud Procurement provides the main benefits of streamlined procurement processes and

increased compliance. By evaluating the compliance of procurement processes, organizations can identify any gaps or non-compliant areas and take necessary actions to ensure efficient and compliant procurement operations.

NEW QUESTION # 102

Which of the following strategies can be utilized in Oracle Fusion Cloud Sourcing to encourage competition and obtain lower prices?

- A. Using multi-round negotiations
- B. All of the above
- C. Implementing a sealed bid process
- D. Running a reverse auction

Answer: B

Explanation:
To encourage competition and obtain lower prices in Oracle Fusion Cloud Sourcing, various strategies can be utilized. Running a reverse auction allows suppliers to compete against each other in real-time, thereby driving prices down. Implementing a sealed bid process enables suppliers to submit their best offers without knowing the offers of other bidders, encouraging competitive pricing. Using multi-round negotiations facilitates iterative discussions with suppliers, resulting in improved terms and lower prices. Employing all of these strategies can maximize the opportunities for cost savings and value optimization in sourcing activities.

NEW QUESTION # 103

In an implementation, the Purchase Requisition users are requesting that they want to receive the purchase orders created for their requisitions. Identify the functionality related to this requirement in Cloud Procurement:

- A. Requesters need to be assigned Purchasing Agent role in order to receive Purchase Orders
- B. Requesters can receive Purchase Orders using Self Service Receiving
- C. Requesters cannot receive Purchase Orders
- D. Requesters need to be assigned the Warehouse Manager or Receiver role in order to receivePurchase Orders

Answer: B

NEW QUESTION # 104

Which of the following negotiation styles is characterized by a high level of assertiveness and a low level of cooperation?

- A. Competitive style
- B. Compromising style
- C. Accommodating style
- D. Collaborative style

Answer: A

Explanation:
The competitive style of negotiation is characterized by a focus on winning, assertiveness, and achieving one's own goals at the expense of the other party. It involves little cooperation, as the emphasis is on gaining an advantage or outperforming the other party. This style may be appropriate in situations where the goals of the parties are incompatible, or when quick decisions need to be made without considering the long-term relationship.

NEW QUESTION # 105

Which of the following options allows requisitions to be automatically approved in Oracle Fusion Cloud Procurement?

- A. Requester belongs to a specific department
- B. Supplier is on an approved vendor list
- C. Requisition Total Amount below a threshold
- D. Item is classified as low-risk

Answer: C

Explanation:
In Oracle Fusion Cloud Procurement, requisitions can be automatically approved if their total amount falls below a predefined threshold. This feature streamlines the procurement process for low-value items, reducing the need for manual approvals and allowing for faster purchasing.

NEW QUESTION # 106

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