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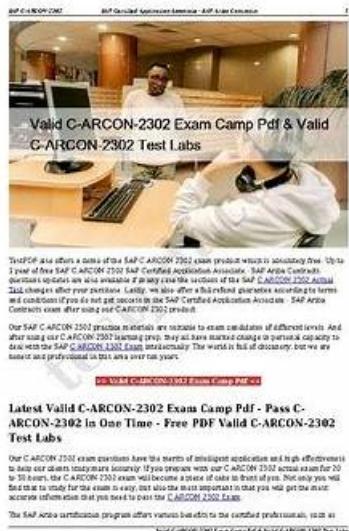
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Oracle Fusion Cloud Applications SCM Foundations Associate - Rel 1 Sample Questions (Q47-Q52):

NEW QUESTION # 47
Which two capabilities within the Predict Demand process in the Demand to Management OMBP make it a powerful tool for demand planning and management?

- A. Demand Sensing.
- B. Collaborative Forecasting Platform.
- C. Statistical Forecasting.
- D. Machine Learning-based Forecasting.

Answer: B,D

Explanation:
The Predict Demand process within the Demand to Management OMBP in Oracle Fusion Cloud SCM leverages advanced capabilities to enhance demand planning. Collaborative Forecasting Platform (A) enables stakeholders-such as sales teams, suppliers, and distributors-to collaborate in real time, inputting qualitative insights (e.g., market trends or promotions) that refine forecasts beyond pure data analysis. For example, a retailer might adjust forecasts based on an upcoming sale confirmed via the platform, improving accuracy. Machine Learning-based Forecasting (B) uses algorithms to analyze historical data, detect patterns (e.g., seasonality or anomalies), and adapt predictions dynamically, making it more precise than traditional methods. For instance, it might identify a spike in demand for umbrellas during unexpected rainy seasons. Option C (Statistical Forecasting) is a traditional method relying on statistical models but lacks the adaptive intelligence of machine learning, though it's still used as a foundation. Option D (Demand Sensing) focuses on short-term demand signals (e.g., point-of-sale data) rather than long-term planning, making it complementary but not a core strength of Predict Demand. Together, A and B empower businesses with both human collaboration and cutting-edge AI, ensuring robust demand planning that balances quantitative and qualitative inputs.

NEW QUESTION # 48
What is the primary objective of the Order Promising process in Oracle Fusion Cloud SCM?

- A. It guarantees same-day shipping for all orders.
- B. It provides accurate order commitment dates based on supply and demand availability.
- C. It only manages orders for direct-to-customer deliveries.

Answer: B

Explanation:
The Order Promising process in Oracle Fusion Cloud SCM, specifically through the Global Order Promising (GOP) module, aims to provide accurate and reliable order commitment dates by analyzing real-time supply and demand data. This process evaluates factors such as current inventory levels, production schedules, supplier lead times, and transportation constraints to determine feasible delivery dates for customer orders. It ensures businesses can promise delivery dates that align with actual capabilities, enhancing customer satisfaction and operational reliability. Option A is incorrect because Order Promising is not limited to direct-to-customer deliveries-it applies to all order types, including B2B and internal transfers. Option B is also wrong as it overpromises "same-day shipping," which is not guaranteed by Oracle Fusion SCM; instead, the system focuses on realistic commitments based on constraints. For example, if a customer orders a product with limited stock and a two-day production lead time, Order Promising calculates the earliest possible delivery date rather than assuming immediate shipment. This precision reduces overpromising and underdelivering, a common issue in manual systems.

NEW QUESTION # 49
What is a key feature of the Supplier Portal in Oracle Fusion Cloud Procurement?

- A. It only provides access to purchase orders but not invoices.
- B. It allows suppliers to manage purchase orders, invoices, and collaboration in real time.

- C. It restricts suppliers from modifying their account details.

Answer: B

Explanation:
The Supplier Portal in Oracle Fusion Cloud Procurement is a collaborative platform that allows suppliers to manage purchase orders (POs), invoices, and real-time interactions with buyers. Suppliers can view POs, submit invoices, update shipment details, and respond to queries, enhancing transparency and efficiency. Option A is incorrect because the portal includes both POs and invoices, not just one. Option C is false-suppliers can update account details like contact or banking information, subject to approval workflows. For example, a supplier receiving a PO for 200 units can confirm delivery dates and submit an invoice directly through the portal, reducing email exchanges and delays. This feature streamlines procurement, improves supplier relationships, and ensures data accuracy across the supply chain.

NEW QUESTION # 50
What is the role of automation in creating POs from contract fulfillment in Oracle Fusion Cloud Procurement?

- A. It facilitates the approval process by routing POs to the appropriate approvers, based on invoice rules and limits.
- B. It ensures that POs are created accurately based on contract terms, reducing manual errors, and improving efficiency.
- C. It enhances supplier qualification by providing visibility into supplier responses.

Answer: B

Explanation:
In Oracle Fusion Cloud Procurement, automation plays a critical role in creating purchase orders (POs) from contract fulfillment by ensuring that POs are generated directly from agreed contract terms with high accuracy and minimal manual intervention. This process leverages predefined contract data-such as item details, pricing, quantities, and delivery schedules-to populate POs automatically, reducing errors like incorrect pricing or quantities that often occur in manual entry. For instance, if a contract specifies 100 units of a product at $10 each, automation ensures the PO reflects this exactly, bypassing the need for manual rekeying. Option A is incorrect because routing POs for approval is a subsequent step, not the primary role of automation in PO creation. Option C is unrelated, as supplier qualification pertains to evaluating suppliers, not PO generation. This automation improves efficiency by speeding up the procurement cycle, ensures compliance with contract terms, and frees procurement staff to focus on strategic tasks rather than clerical work. It also integrates with supplier collaboration tools to confirm details, further enhancing accuracy.

NEW QUESTION # 51
Which activity is fundamental to the Insight to Sourcing OMBP, ensuring effective procurement and cost optimization?

- A. Performance Monitoring, which assesses supplier ability to meet quality and service standards by utilizing audits, inspections, or performance reviews.
- B. Spend Analysis, which involves categorizing and analyzing historical spending data to identify cost-saving opportunities and strategic sourcing decisions.
- C. Idea Generation, which identifies market opportunities, incorporating trend analysis and internal innovation.

Answer: B

Explanation:
Spend Analysis (B) is the cornerstone of the Insight to Sourcing OMBP in Oracle Fusion Cloud SCM, as it involves categorizing and analyzing historical spending data to uncover cost-saving opportunities and inform strategic sourcing decisions. By examining past expenditures-e.g., identifying that 70% of spending on raw materials comes from a single supplier-businesses can negotiate better terms, consolidate suppliers, or shift to lower-cost alternatives, optimizing procurement costs. Option A (Idea Generation) is a preliminary step focused on innovation and market trends, not the core analytical activity driving sourcing. Option C (Performance Monitoring) evaluates supplier performance post-sourcing, not the initial insight process. For instance, Spend Analysis might reveal excessive spending on expedited shipping, prompting a shift to local suppliers, directly impacting cost efficiency and procurement strategy. This data-driven approach ensures decisions are grounded in financial reality, making it fundamental to the OMBP.

NEW QUESTION # 52
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