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Oracle 1Z0-1061-26 Exam Syllabus Topics:

Section	Objectives
Topic 1: Analytics and Reporting	- Standard reports and dashboards - OTBI analytics and KPI configuration
Topic 2: Data Management and Integration	- Integration with external systems and APIs - Data import/export and data quality management
Topic 3: Sales Optimization Features	- Incentive compensation and performance tracking - Territory management and forecasting
Topic 4: Application Configuration	- Sales application setup and personalization - Application Composer usage and configuration
Topic 5: Sales Process Automation	- Assignment rules and approval processes - Leads, opportunities, and sales workflows
Topic 6: Sales Cloud Implementation Foundations	- Common implementation methodology and setup tasks - Oracle CX Sales architecture and core concepts
Topic 7: Security and Access Management	- User provisioning and access control - Roles, privileges, and data security

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Oracle CX Sales 2026 Implementation Professional Sample Questions (Q30-Q35):

NEW QUESTION # 30

In Oracle Profitability and Cost Management Cloud Service, which of the following statements is true regarding the order of tasks when loading data into an application before running an allocation?

- A. Set up application groups
- **B. Map dimension and data file mappings**
- C. Set up and apply load rules
- D. Map dimensions

Answer: B

Explanation:

Option 1: Incorrect. While mapping dimensions is an important step in setting up an application, it is not the first task to be completed when loading data before running an allocation. Option 2: Correct. The sequence of tasks when loading data into an application before running an allocation should be map dimension and data file mappings first, and then set up and apply load rules. Mapping dimensions alone does not complete the loading process. The load rules must be set up and applied before the data can be loaded into the application. Finally, application groups are used to administer the allocation definitions created within an application, and are not part of the data loading process. Option 3: Incorrect. Though setting up and applying load rules is an essential step required before data can be loaded into an application, it does not come before mapping dimension and data file mappings. Mapping dimension and data file mappings must be set up before load rules can be applied. Option 4: Incorrect. Application groups are not required during data loading before running an allocation. They are part of the management of allocation definitions after allocations have been created.

NEW QUESTION # 31

Which of the following components make up the architecture of Oracle Profitability and Cost Management Cloud Service 2023?

- A. Calculation Manager
- B. Financial Close and Consolidation
- **C. Business Intelligence**
- D. Data Management

Answer: C

Explanation:

Option 1: Incorrect. Data Management is a component of Oracle Profitability and Cost Management Cloud Service 2023, but it is not the only component. Option 2: Correct. Business Intelligence is one of the components that make up the architecture of Oracle Profitability and Cost Management Cloud Service 2023. It provides reporting and analysis capabilities. Option 3: Incorrect. Calculation Manager is a component of Oracle Profitability and Cost Management Cloud Service 2023, but it is not the only component. Option 4: Incorrect. Financial Close and Consolidation is a component of Oracle Profitability and Cost Management Cloud Service 2023, but it is not the only component.

NEW QUESTION # 32

Which feature of Oracle Profitability and Cost Management Cloud Service allows users to perform ad-hoc analysis and create a detailed breakdown of profitability?

- **A. Profitability and Costing**
- B. Cost Volume Profit (CVP) Analysis
- C. Financial Consolidation and Close
- D. Profitability Reporting and Analytics

Answer: A

Explanation:

Option 1: Incorrect. Cost Volume Profit (CVP) Analysis is not the feature that allows users to perform ad-hoc analysis and create a detailed breakdown of profitability. Option 2: Incorrect. Financial Consolidation and Close is not the feature that allows users to perform ad-hoc analysis and create a detailed breakdown of profitability. Option 3: Correct. Profitability and Costing is the feature

that allows users to perform ad-hoc analysis and create a detailed breakdown of profitability. It provides the functionality to model and analyze profitability at different levels of detail. Option 4: Incorrect. Profitability Reporting and Analytics is not the feature that allows users to perform ad-hoc analysis and create a detailed breakdown of profitability.

NEW QUESTION # 33

When it comes to managing metadata in Oracle Profitability and Cost Management Cloud Service, which of the following statements is NOT correct?

- A. You can create, copy, and delete metadata dimensions using the Manage Dimensions task.
- **B. You cannot view metadata members that have been used in an existing cube or application.**
- C. You can add new members to dimensions, update existing ones, and delete members that are no longer needed using the Manage Members task.
- D. You can manage metadata for multiple application types, including Cost, Move, and Usage.

Answer: B

Explanation:

Option 1: This answer is incorrect. Oracle Profitability and Cost Management Cloud Service allows you to manage metadata for multiple application types, including Cost, Move, and Usage. You can perform various metadata management tasks using the Manage Dimensions and Manage Members tasks as well as the Manage Metadata task. Option 2: This answer is incorrect. You can create, copy, and delete metadata dimensions using the Manage Dimensions task. You can also rename dimensions, set the sequence in which dimensions appear in the application, and view a dimension's properties and dependencies. Option 3: This answer is incorrect. You can add new members to dimensions, update existing ones, and delete members that are no longer needed using the Manage Members task. You can also view member properties, dependencies, and member formulas. Option 4: This answer is correct. You can view metadata members that have been used in an existing cube or application. This is important because it allows you to understand how the data is being used and how changes to the metadata may impact the data. You can view metadata utilization using the Metadata Usage report.

NEW QUESTION # 34

Which option best describes the process for loading data into Oracle Profitability and Cost Management Cloud Service?

- **A. Using Data Management to import data from external sources**
- B. Using File Import to load data from CSV files
- C. Using Data Integration to extract data from source systems
- D. Using File Import to load data from CSV files

Answer: A

Explanation:

Option 1: Correct. The recommended method for loading data into Oracle Profitability and Cost Management Cloud Service is to use Data Management, which allows you to import data from external sources. Option 2: Incorrect. While it is possible to load data from CSV files using File Import, it is not the recommended method for loading data into Oracle Profitability and Cost Management Cloud Service. Option 3: Incorrect. While it is possible to manually enter data through the web user interface, it is not the recommended method for loading large amounts of data into Oracle Profitability and Cost Management Cloud Service. Option 4: Incorrect. While it is possible to extract data from source systems using Data Integration, it is not the recommended method for loading data into Oracle Profitability and Cost Management Cloud Service.

NEW QUESTION # 35

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