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Oracle Fusion Cloud Applications CX Foundations Associate - Rel 1 Sample Questions (Q36-Q41):

NEW QUESTION # 36

What is the primary function of Cost Rollup in Oracle Fusion Cloud SCM?

- A. To eliminate the need for cost accounting.
- B. To track only direct labor expenses, excluding materials.
- C. To ensure material costs remain unchanged over time.
- **D. To calculate the total cost of a product by aggregating material, labor, and overhead expenses.**

Answer: D

Explanation:

Cost Rollup in Oracle Fusion Cloud SCM is a critical costing process. Its primary function is to calculate the total cost of a product by aggregating material, labor, and overhead expenses.

Process: Combines direct costs (materials, labor) and indirect costs (overhead) from production data to determine a product's full cost.

Purpose: Provides a comprehensive cost view for pricing, profitability, and financial reporting.

Option A (No Accounting): Enhances, not eliminates, cost accounting.

Option B (Labor Only): Excludes key components like materials and overhead.

Option D (Static Costs): Costs vary; rollout reflects current data.

Oracle Fusion Cloud SCM documentation, such as "Cost Management Guides," confirms this function.

NEW QUESTION # 37

Which feature in Oracle Fusion Cloud SCM ensures real-time communication between suppliers and buyers?

- **A. Supply Chain Collaboration.**
- B. Manufacturing Execution.
- C. Supplier Qualification.
- D. Cost Accounting.

Answer: A

Explanation:

Oracle Fusion Cloud SCM facilitates supplier-buyer interactions through Supply Chain Collaboration.

Functionality: Provides a platform for real-time data sharing (e.g., forecasts, orders, inventory) between suppliers and buyers.

Benefit: Enhances coordination, visibility, and responsiveness in the supply chain.

Option A (Cost Accounting): Focuses on financial tracking, not communication.

Option B (Qualification): Assesses suppliers, not real-time interaction.

Option D (Manufacturing): Manages production, not supplier communication.

Oracle Fusion Cloud SCM documentation, such as "Supply Chain Collaboration Guides," confirms this feature's role.

NEW QUESTION # 38

Which KPI in the Opportunity to Quote OMBP is essential for gauging the speed and effectiveness of the quoting process?

- **A. Average Time to Quote Acceptance metric for evaluating the duration between quote delivery and customer acceptance.**
- B. Win Rate metric for measuring the percentage of quotes resulting in closed deals.
- C. Average Deal Size metric for analyzing the monetary value of closed deals.
- D. Quote Volume metric for measuring the number of quotes generated.

Answer: A

Explanation:

The Opportunity to Quote OMBP (Operational Management Business Process) in Oracle Fusion Cloud CX Sales focuses on streamlining the process from identifying an opportunity to delivering a quote to the customer. The key performance indicator (KPI) that best gauges both the speed and effectiveness of this process is the Average Time to Quote Acceptance. This metric measures the duration from when a quote is delivered to the customer to when it is accepted, providing direct insight into how efficiently and effectively the quoting process converts opportunities into actionable outcomes. Speed is critical in sales to maintain customer engagement, and effectiveness ensures the quote meets customer needs, leading to acceptance.

Option A (Quote Volume): While this metric tracks the number of quotes generated, it only reflects activity volume, not the speed or success of the quoting process.

Option C (Win Rate): This measures the percentage of quotes resulting in closed deals, which indicates effectiveness but does not directly address the speed of the process.

Option D (Average Deal Size): This focuses on the monetary value of deals, which is a downstream outcome rather than a direct measure of the quoting process itself.

According to Oracle Fusion Cloud CX Sales documentation, such as the "Oracle Fusion Cloud CX Analytics FAQs" and "Oracle Fusion Cloud Sales Performance" guides, the Average Time to Quote Acceptance is a critical KPI for assessing the efficiency of sales processes like Opportunity to Quote, aligning with business goals of reducing cycle times and improving customer responsiveness.

NEW QUESTION # 39

Which feature in Oracle Fusion Cloud SCM ensures that supply planning recommendations reflect the latest supplier information?

- A. Implementing manual verification of supplier information before updating supply plans.
- B. Increasing reorder points in inventory management.
- **C. Real-time Supplier Collaboration.**
- D. Using separate forecasting models for procurement and supply chain planning.

Answer: C

Explanation:

Oracle Fusion Cloud SCM optimizes supply planning by integrating supplier data. The feature that ensures recommendations reflect the latest supplier information is Real-time Supplier Collaboration.

Functionality: Enables direct, real-time communication with suppliers to share updates on capacity, lead times, and availability.

Impact: Supply plans dynamically adjust to current supplier conditions, improving accuracy and responsiveness.

Option B (Reorder Points): Adjusts inventory thresholds but doesn't incorporate supplier data.

Option C (Manual Verification): Inefficient and outdated compared to real-time integration.

Option D (Separate Models): Disjointed forecasting lacks supplier synchronization.

Oracle Fusion Cloud SCM documentation, like "Supply Chain Collaboration Guides," highlights this feature's role in planning.

NEW QUESTION # 40

How do AI/ML technologies enhance the Knowledge Gap to Deliver Resolution OMBP in improving service agent productivity?

- A. AI/ML focuses on generating automated knowledge base articles, and agents manually search for relevant solutions during customer interactions.
- **B. AI/ML-assisted issue resolution suggests potential solutions to service agents.**
- C. AI/ML for Customer Segmentation provides targeted marketing and personalized customer experiences.

Answer: B

Explanation:

The Knowledge Gap to Deliver Resolution OMBP aims to empower agents to resolve issues using knowledge resources. AI/ML enhances this by assisting issue resolution and suggesting potential solutions to service agents.

Suggested Solutions: AI analyzes case details and historical data to recommend relevant resolutions in real-time, reducing agent search time and improving accuracy.

This boosts productivity by streamlining the resolution process and minimizing manual effort.

Option A (Automated Articles): Generating articles is useful, but manual searching negates productivity gains.

Option B (Segmentation): This applies to marketing, not service resolution.

Oracle Fusion Cloud CX Service documentation, such as "Oracle AI for Fusion Applications," emphasizes AI/ML's role in resolution assistance for agent efficiency.

NEW QUESTION # 41

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