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## Oracle Order Management Cloud Order to Cash 2025 Implementation Professional Sample Questions (Q12-Q17):

### NEW QUESTION # 12

Which three mandatory setups must be performed to create a purchase request for sales orders that will be fulfilled by a drop ship

supplier?

- A. Select the Customer Sales Order Fulfillment check box under the Procurement offering.
- B. Create a business rule in Supply Chain Orchestration.
- C. Select the "Use Customer sales order" check box in the Group Requisitions section in the blanket purchase agreement.
- D. Define a sourcing rule of type Buy with a supplier and supplier site.
- E. Specify the preparer name in the Order Management parameters.

**Answer: A,C,D**

Explanation:

To create a purchase request for sales orders that will be fulfilled by a drop ship supplier, you need to perform the following mandatory setups1:

\* Select the Customer Sales Order Fulfillment check box under the Procurement offering. This enables the drop ship functionality in Procurement, which allows you to create purchase orders from sales orders and send them to the supplier who will ship the goods directly to the customer2.

\* Define a sourcing rule of type Buy with a supplier and supplier site. This enables Global Order Promising to determine the best supplier and supplier site to fulfill the sales order based on the sourcing rules. You need to specify the item, the supplier, the supplier site, the allocation percentage, and the priority for the sourcing rule3.

\* Select the "Use Customer sales order" check box in the Group Requisitions section in the blanket purchase agreement. This enables Procurement to group the requisition lines by the customer sales order number when creating the purchase order. This ensures that the purchase order contains the same information as the sales order, such as the customer name, address, and contact details4.

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How Drop Ship Works in Order Management

Set Up Drop Ship in Order Management

Define Sourcing Rules

Create Blanket Purchase Agreements

### NEW QUESTION # 13

Your company, which is a global major in farming equipment, has products ranging from make-to-stock fast moving items, assembled-on-demand items, and complex configurable items with manufacturing plants and distribution centers spread across the US, Europe, and China. The company is deploying Oracle Cloud Order Management, and wants to evaluate the different promising modes that are possible through cloud Global Order Promising for its products.

Which three promising modes are possible through GOP for the company's products? (Choose three.)

- A. global availability
- B. supply chain availability
- C. infinite availability
- D. lead times
- E. zone-based availability

**Answer: B,C,D**

Explanation:

<https://docs.oracle.com/en/cloud/saas/supply-chain-management/r13-update17d/fascp/manage-order-promising-rules.html#FASCP1127104> ATP Rule Promising Modes: Explained

The promising mode of an available-to-promise (ATP) rule determines which set of attributes the order promising logic evaluates when determining ATP results. When creating an ATP rule on the Manage ATP Rules page, the first thing that you must specify is which of the three promising modes is applicable to the ATP rule.

These are the three promising modes:

Supply chain availability search

Lead time based

Infinite availability based

### NEW QUESTION # 14

You have scheduled a group of 60 sales order lines on a single order and have received promising results from Global Order Promising. Using the Sales Order Fulfillment View, you perform a Check Availability for all lines after 10 minutes and now get a revised promising result. You want to compare the two results to check which option was closer to your promising results.

Which option is NOT a built-in metric for comparisons?

- A. Substitute item usage
- B. On-time results (example: number of lines promised on time)
- C. Total fulfillment cost
- D. Delay results
- E. Total margin

**Answer: E**

Explanation:

Oracle Order Management Cloud Order to Cash provides several built-in metrics for comparing promising results, such as substitute item usage, total fulfillment cost, on-time results, and delay results<sup>1</sup>. However, total margin is not one of them. Total margin is a financial metric that measures the profitability of a sales order, but it is not directly related to the availability or fulfillment of the order.

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How Order-to-Cash Works in Order Management

#### NEW QUESTION # 15

Available to promise rules are \_\_\_\_\_.

- A. Seeded using APICS conventions
- B. User defined in the global order promising module
- C. User defined using a matrix of selectable criteria
- D. User defined in order management module
- E. System assigned base upon the item type, cumulative lead time and un consumed forecast

**Answer: C**

#### NEW QUESTION # 16

In the Cloud Order Management system, identify the function performed by the External Interface Layer.

- A. It manages the communication between Order Management and external or internal fulfillment systems.
- B. It sends information to downstream fulfillment systems, and interprets responses and updates from those systems.
- C. It imports orders and processes them to fulfillment lines before assigning them to fulfillment systems.
- D. It receives information from upstream order capture systems, sends information to downstream fulfillment systems, and interprets responses and updates from those systems.

**Answer: B**

#### NEW QUESTION # 17

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