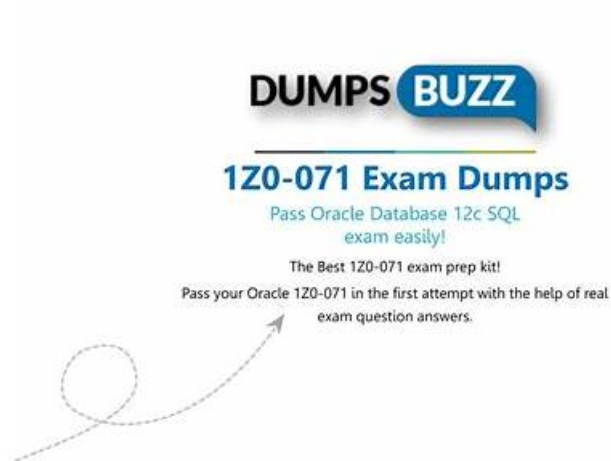


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Oracle Order Management Cloud Order to Cash 2025 Implementation Professional Sample Questions (Q44-Q49):

NEW QUESTION # 44

Your client sells patio furniture and they have a set standard price on shipping as \$10 per item. However, when customers buy more than one of their lounge chairs on an order using the Standard method shipping, their shipping is discounted by 10%; when they buy between 5 and 100 of these chairs, the shipping is discounted by 20%.

How is this set up in Pricing?

- A. Set up a Shipping Charge List and a tiered discount using:
 - . Shipping Method: Standard
 - Pricing Charge Definition: Freight
 - Item: Lounge Chair
 - . Calculation Method: Price
 - . Base Price: \$10

Tier basis type: Item quantity

. Aggregation Method: On line

. Apply To: Highest Tier

Adjustment Type: Discount percent

. Adjustment Basis: List Price

. Application Method: Per unit

. Tiered Pricing Rules:

o Tiered Minimum: 1, Tier Maximum: 4, Adjustment Amount: 10%

o Tiered Minimum: 4, Tier Maximum: , Adjustment Amount: 20%

- B. Set up a Shipping Charge List and a tiered discount using:

. Shipping Method: Standard

Pricing Charge Definition: Freight

. Item: Lounge Chair

. Calculation Method: Price

. Base Price: \$10

Tier basis type: Item quantity

. Aggregation Method: On line

. Apply To: All tiers

Adjustment Type: Discount percent

Adjustment Basis: List Price

. Application Method: Extended amount

. Tiered Pricing Rules:

o Tiered Minimum: 1, Tier Maximum: 4, Adjustment Amount: 10%

o Tiered Minimum: 4, Tier Maximum: , Adjustment Amount: 20%

- C. Set up a Shipping Charge List and a tiered discount for the discount using:

. Shipping Method: Standard

Pricing Charge Definition: Freight

Item: Lounge Chair

. Calculation Method: Price

. Base Price: \$10

. Tier basis type: Item quantity

Aggregation Method: On line

Apply To: Highest Tier

Adjustment Type: Discount percent

Adjustment Basis: List Price

. Application Method: Per unit

Tiered Pricing Rules:

o Tiered Minimum: 1, Tier Maximum: 5, Adjustment Amount: 10%

o Tiered Minimum: 5, Tier Maximum: , Adjustment Amount: 20%

- D. Set up a Shipping Charge List and a pricing matrix for the discount using:

. Shipping Method: Standard

Pricing Charge Definition: Freight

Item: Lounge Chair

Calculation Method: Price

. Base Price: \$10

Adjustment Matrix:

o Minimum Extended Quantity: 2, Adjustment Type: Discount Percent, Adjustment Amount: 10% o Minimum Extended Quantity: 5, Adjustment Type: Discount Percent, Adjustment Amount: 20%

Answer: A

Explanation:

A shipping charge list is a pricing strategy that defines the freight charges for shipping items to customers. A tiered discount is a pricing rule that applies a different discount percentage based on the quantity of the item ordered. By setting up a shipping charge list and a tiered discount using the given parameters, the client can achieve the requirement of charging \$10 per item for shipping, but offering a 10% discount when customers buy more than one lounge chair, and a 20% discount when they buy between 5 and 100 lounge chairs.

:

How Pricing Works with Shipping Charges

How Pricing Works with Tiered Pricing

NEW QUESTION # 45

You import an item-based model structure into the Configurator Modeling Environment, but realize that the minimum for one of your component attributes is incorrectly assigned.

What should you do, prior to releasing, to resolve this issue?

- A. Make the changes In the Product Hub or the Configurator Modeling Environment, All the changes are automatically reflected in the other area (that is, changes in the Configurator Modeling Environment will show in the Product Hub and vice versa).
- **B. Make the changes in the Configurator Modeling Environment on the Item Attributes tab of the model's details.**
- C. You cannot change the item's user-defined attributes.
- D. After the item-based model structure is imported, you must wait until after it is released to make the changes.
- E. Make the changes in the Product Hub and refresh the snapshot for the item-based model structure,

Answer: B

Explanation:

Make the changes in the Configurator Modeling Environment on the Item Attributes tab of the model's details.

You can make the changes in the Configurator Modeling Environment on the Item Attributes tab of the model's details, prior to releasing, to resolve the issue of incorrect minimum for one of your component attributes.

Item attributes are user-defined attributes that you can add to an item-based model or its components to capture additional information or to control the configuration process¹. You can modify the item attributes in the Configurator Modeling Environment after importing the item-based model structure from the Product Hub². You can change the minimum value of the component attribute on the Item Attributes tab of the model's details³.

:

Item Attributes

Import Item-Based Models into Configurator

Modify Item Attributes

NEW QUESTION # 46

Your client sells a wide array of specialized products and services to customers across multiple industries.

As such, your client has complex requirements for defining their pricing programs in Pricing Cloud. You have been tasked to configure several, multifaceted pricing programs to which the client's various customers will be assigned. You will achieve this through the creation of pricing strategies.

Which are required fields when creating a pricing strategy header?

- A. Name, Description, Default Currency, and Start Date
- B. Name, Business Unit, Start Date, and End Date
- **C. Name, Business Unit, Default Currency, and Start Date**
- D. Name, Description, Objective, and Start Date
- E. Name, Business Unit, Default Currency, and Objective

Answer: C

Explanation:

A pricing strategy is a pricing entity that defines the overall pricing approach for a market segment. A pricing strategy consists of a header and one or more pricing segments. The header contains the general information and settings for the pricing strategy, such as the name, description, objective, business unit, default currency, start date, and end date¹. When creating a pricing strategy header, the following fields are required²:

* Name: The name of the pricing strategy. It must be unique within the pricing business unit.

* Business Unit: The business unit that owns the pricing strategy. It determines the scope and visibility of the pricing strategy.

* Default Currency: The currency that is used for the pricing strategy. It is used to convert the prices of the items that are priced in different currencies.

* Start Date: The date when the pricing strategy becomes effective. It cannot be earlier than the current date.

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Overview of Pricing Entities

Create Pricing Strategy Headers

NEW QUESTION # 47

Which four statements apply to the "Lead Time" mode?

- A. The item is promised on the requested date irrespective of availability.
- B. Calendars and transit time constraints are respected.
- C. No supply availability search is performed.
- D. Lead time can be specified in multiple ways.
- E. The order promising engine does not generate any pegging.
- F. Lead time must be configured using the same method across organizations.

Answer: A,C,D,E

Explanation:

The "Lead Time" mode is one of the two promising modes that Oracle Order Management Cloud Order to Cash supports. In this mode, the order promising engine uses predefined lead times to promise sales orders without considering the actual supply availability or demand¹. The following statements apply to this mode:

* The order promising engine does not generate any pegging. Pegging is the process of linking the supply and demand elements to show the relationship between them. In the "Lead Time" mode, there is no pegging because the order promising engine does not search for available supply or allocate it to the demand².

* The item is promised on the requested date irrespective of availability. The order promising engine promises the item on the requested date as long as it is within the lead time window. The lead time window is the period between the current date and the latest possible date to promise the item based on the lead time. The order promising engine does not check the actual availability of the item in the inventory or the supply chain¹.

* Lead time can be specified in multiple ways. The order promising engine can use different types of lead times to promise the sales orders, such as transit lead time, processing lead time, user-defined lead time, and cumulative manufacturing lead time. The lead time can also vary depending on the item, the source location, the destination location, and other factors³.

* No supply availability search is performed. The order promising engine does not perform any supply availability search in the "Lead Time" mode. It only uses the predefined lead times to promise the sales orders. This mode is suitable for scenarios where the supply availability is not a constraint or the supply chain is stable and predictable¹.

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How the Lead Time Based Promising Mode Determines Promising
Overview of Pegging

How Order-to-Cash Works in Order Management

NEW QUESTION # 48

Which fulfillment technique uses a mode where supply is hard-pegged as demand against an order?

- A. Drop shipment
- B. Back to back
- C. Internal material transfer
- D. Intra-org order

Answer: B

NEW QUESTION # 49

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