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## Oracle Order Management Cloud Order to Cash 2025 Implementation Professional Sample Questions (Q141-Q146):

NEW QUESTION # 141
You created a pricing strategy, but notice that it is still showing the status as "In progress".
What action will change the status to "Approved"?

- A. You must first assign your pricing strategy to a pricing segment.
- B. You must first add a discount list to the pricing strategy. After you save it, the pricing strategy will show it has been approved.
- C. You must click the Approve button.
- D. You need to save the pricing strategy.
- E. The approvers in the approval life cycle need to review and approve the strategy.

Answer: C

Explanation:
To change the status of a pricing strategy from "In progress" to "Approved", you must click the Approve button on the Edit Pricing Strategy page. The Approve button is only enabled when the pricing strategy is complete and valid. A pricing strategy is complete when it has at least one pricing segment and one pricing rule.A pricing strategy is valid when it has no errors or conflicts1. By clicking the Approve button, you submit the pricing strategy for approval. The approval process depends on the approval life cycle that you have defined for the pricing strategy. The approval life cycle can include one or more approvers, who can approve or reject the pricing strategy.Once the pricing strategy is approved by all the approvers, the status changes to "Approved" and the pricing strategy becomes effective2.
:
How You Modify Pricing Strategies
How You Approve Pricing Strategies

**NEW QUESTION # 142**
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, Description, Objective, and Start Date
- C. Name, Business Unit, Start Date, and End Date
- D. Name, Business Unit, Default Currency, and Start Date
- E. Name, Business Unit, Default Currency, and Objective

**Answer: D**

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.
:
Overview of Pricing Entities
Create Pricing Strategy Headers

**NEW QUESTION # 143**
Which fulfillment technique uses a mode where supply is hard-pegged as demand against an order?

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

**Answer: D**

**NEW QUESTION # 144**
Which statement is NOT true about shipping tolerances?

- A. Tolerances are supported for orders from multiple order entry channels.
- B. Only customer shipments from warehouses are supported.
- C. Only standard items are supported.

- D. Tolerance values can be modified in an order revision.

**Answer: B**

Explanation:
Only customer shipments from warehouses are supported.
Shipping tolerances are not limited to customer shipments from warehouses. They also support drop ship orders, where ordered items are sourced from a supplier1. Shipping tolerances are the acceptable variations in the quantity shipped for an order line, expressed as a percentage of the ordered quantity2. You can set up shipping tolerances in Order Management to handle over-shipments and under-shipments of order lines3.
:
How Drop Ship Works in Order Management
Guidelines for Setting Up Shipment Tolerances
Set Up Shipping Tolerances in Order Management

**NEW QUESTION # 145**
What is the configuration required to automatically calculate the Jeopardy Score and priority when an orchestration process is planned or re-planned?

- A. Schedule the process refresh and start the order promising server.
- B. Check the change mode parameter to Advanced on the orchestration process.
- C. Check the Replan Instantly parameter in the orchestration process.
- D. Schedule the process plan orchestration processes.

**Answer: C**

Explanation:
You can enable the Replan Instantly feature when you define an orchestration process. It replans the orchestration process immediately after this process completes the orchestration process step, and then displays the revised order data according to the replanning work that it does. It is recommended that you use Replan Instantly only for high priority sales orders, or with sales orders that include a jeopardy threshold of less than one day. For performance reasons, it is recommended that you do not use it with an orchestration process step that is long or complex. If Replan Instantly does not contain a check mark, then Order Management updates the planning data only during the scheduled replanning.
https://docs.oracle.com/en/cloud/saas/supply-chain-management/r13-update17d/faiom/setting-up- orchestration-processes.html#FAIOM211469

**NEW QUESTION # 146**
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