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Oracle CX Sales 2024 Implementation Professional Sample Questions (Q101-Q106):

NEW QUESTION # 101

ABC Company wants to analyze the profitability of its products by region. Which feature of Oracle Profitability and Cost Management Cloud Service should they use?

- A. Cost allocation
- B. Activity-based costing
- C. Revenue recognition
- **D. Profitability modeling**

Answer: D

Explanation:

Option 1: Incorrect. Activity-based costing is a method used to assign costs to activities and then to products based on their consumption of those activities. It is not specifically designed for analyzing profitability by region. Option 2: Correct. Profitability modeling is a feature of Oracle Profitability and Cost Management Cloud Service that allows companies to analyze and model profitability by various dimensions, including region. This feature helps ABC Company to analyze the profitability of its products by region. Option 3: Incorrect. Cost allocation is a feature used to allocate costs to specific objects or activities, but it is not focused on analyzing profitability by region. Option 4: Incorrect. Revenue recognition is a feature related to accounting and recognizing revenue, but it is not specifically designed for analyzing profitability by region.

NEW QUESTION # 102

Which component of Oracle Profitability and Cost Management Cloud Service allows you to define hierarchies and assign attribute values to different levels in the hierarchy?

- A. Metamodel
- B. Driver-based planning
- **C. Dimension library**
- D. Allocation engine

Answer: C

Explanation:

Option 1: Incorrect. The allocation engine is responsible for executing allocations and distributing costs based on predefined rules. Option 2: Incorrect. Driver-based planning is a feature that allows you to derive planning values based on specific drivers or metrics. Option 3: Correct. The dimension library is where you define the structure of your dimensions and assign attribute values to different levels in the hierarchy. Option 4: Incorrect. The metamodel represents the underlying data model in Oracle Profitability and Cost Management Cloud Service, but it is not responsible for defining hierarchies and assigning attribute values.

NEW QUESTION # 103

The marketing analyst launched two promotions and is analyzing the responses. The source codes of several treatments are identical. What happened?

Response:

- A. This is normal behavior. Source codes are based on the combination of stage instance, audience and treatment.
- B. Source codes are defined by the end user in the Manage Multistage Campaign task.
- **C. This is normal behavior. Source codes are based on the Combination of campaign, stage instance, and audience.**
- D. Source codes in the Review Marketing Source Codes task were customized.

Answer: C

NEW QUESTION # 104

What are the key components of the Oracle Profitability and Cost Management Cloud Service 2023 architecture?

- A. Data integration layer, ETL layer, Reporting and analysis layer
- **B. Data integration layer, Calculation layer, Reporting and analysis layer**
- C. Data integration layer, ETL layer, Business rules layer
- D. Data integration layer, Calculation layer, Business rules layer

Answer: B

Explanation:

Option 1: Correct: The key components of the Oracle Profitability and Cost Management Cloud Service 2023 architecture are the Data integration layer, Calculation layer, and Reporting and analysis layer. The Data integration layer is responsible for integrating data from various sources into the system. The Calculation layer performs the necessary calculations based on the defined business rules. The Reporting and analysis layer provides the functionality to generate reports and analyze the data. Option 2: Incorrect: The ETL layer is not a key component of the Oracle Profitability and Cost Management Cloud Service 2023 architecture. The correct components are the Data integration layer, Calculation layer, and Reporting and analysis layer. Option 3: Incorrect: The Business rules layer is not a key component of the Oracle Profitability and Cost Management Cloud Service 2023 architecture. The correct components are the Data integration layer, Calculation layer, and Reporting and analysis layer. Option 4: Incorrect: The correct components of the Oracle Profitability and Cost Management Cloud Service 2023 architecture are the Data integration layer, Calculation layer, and Reporting and analysis layer. The ETL layer and Business rules layer are not part of the architecture.

NEW QUESTION # 105

Which of the following is the best practice for integrating Oracle Profitability and Cost Management Cloud Service (PCMCS) with other applications?

- A. Develop custom integration processes using Java SDK
- B. Use file-based integration to import/export files between PCMCS and other applications.
- C. Use Oracle Integration Cloud Service (ICS) to integrate PCMCS with other applications.
- **D. Utilize Oracle Data Integrator (ODI) for real-time integration between PCMCS and other applications.**

Answer: D

Explanation:

Option 1: Incorrect. While using file-based integration can be a valid approach for simple integrations, it may not be the most efficient or scalable solution for real-time integration between PCMCS and other applications. Option 2: Incorrect. Developing custom integration processes using Java SDK can be time-consuming and require advanced programming skills. There are other integration solutions available that offer a more efficient and user-friendly approach. Option 3: Correct. Utilizing Oracle Data Integrator (ODI) is considered a best practice for real-time integration between PCMCS and other applications. ODI provides a comprehensive integration platform that allows for seamless data flow and transformations between systems. Option 4: Incorrect. While Oracle Integration Cloud Service (ICS) can be used to integrate PCMCS with other applications, it is not the best practice for real-time integration. Oracle Data Integrator (ODI) is the recommended solution for real-time integration with PCMCS.

NEW QUESTION # 106

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