

# **Oracle**

## **1Z0-974 Exam**

**Oracle Revenue Management Cloud Service 2017  
Implementation Essentials**

### **Demo**

## Version: 8.0

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### Question: 1

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Which two are intended uses for the Standalone Selling Price Report Dashboard?

- A. Review performance obligations by effective period.
- B. Diagnose revenue price profile.
- C. Drill down to data used to derive standalone selling prices.
- D. Monitor transaction price calculation and allocation.
- E. Analyze standalone selling prices for one or multiple effective periods.

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**Answer: C, E**

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### Question: 2

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Which three tasks can be performed In the Revenue Management Work Area?

- A. Edit Contract Identification Rules.
- B. Review Observed Standalone Selling Prices.
- C. Manage contracts in "Pending Review" status.
- D. Manage contracts in "Pending Allocation" status.
- E. Review Performance Satisfaction Plans.
- F. Review Revenue Price Profiles.

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**Answer: B, C, D**

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### Question: 3

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How many tabs does the Customer Contract Source Data Import Template have?

- A. four tabs that store data for the VRM\_SOURCE\_DOCUMENTS, VRM\_SOURCE\_DOC\_LINES, VRM\_SOURCE\_DOC\_SUB\_UNES, and VRM\_PERF\_OBLIG tables respectively
- B. three tabs that store data for the VRM\_SOURCE\_DOCUMENTS, VRM\_SOURCE\_DOC\_LINES, and VRM\_SOURCE\_DOC\_SUB\_LINES tables respectively
- C. two tabs that store data for the VRM\_SOURCE\_DOCUMENTS and VRM\_SOURCE\_DOC\_LINES tables respectively
- D. one tab that stores data for the VRM\_SOURCE\_DOCUMENTS table

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**Answer: B**

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### Question: 4

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Which, when transferred to a customer, allows you to recognize revenue?

- A. a shipment
- B. a performance obligation
- C. an invoice
- D. promise detail

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**Answer: B**

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### Question: 5

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Given:

Oracle Fusion Receivables Transaction Sources

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* Ledger	* Transaction Source	Transaction Source Set	* Extraction Start Date	Extraction End Date
No data to display.				

Which two are incorrect statements about the Oracle Fusion Receivables Transaction Sources section in the Manage Revenue Management System Options page?

- A. Revenue Management can only integrate to Fusion Receivables.
- B. You can add up to 5 Transaction Sources as part of your integration with Fusion Receivables.
- C. You can choose which Transaction Sources in Fusion Receivables integrate to Revenue Management.
- D. You can define date filters in order to consider only relevant data needed to comply with the new revenue recognition standards.

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**Answer: A, B**

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### Question: 6

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What is a contract modification?

- A. a change to the contract caused by negotiation with the customer
- B. a revision or correction to the estimate of variable consideration made at inception
- C. a change (modification) to the contract data
- D. an increase or decrease in expected collectability

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**Answer: C**

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