

## 1z0-974 Dumps

# Oracle Revenue Management Cloud Service 2017 Implementation Essentials

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**NEW QUESTION 1**

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 period

**Answer:** CE

**NEW QUESTION 2**

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 Profile

**Answer:** BCD

**NEW QUESTION 3**

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

- A. four tabs that store data for theVRM\_SOURCE\_DOCUMENTS, VRM\_SOURCE\_DOC\_LINES, VRM\_SOURCE\_DOC\_SUB\_UNES, andVRM\_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

**Answer:** B

**NEW QUESTION 4**

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

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

**Answer:** B

**NEW QUESTION 5**

Which three attributes are helpful in defining a Contract Identification Rule?

- A. Product Description
- B. Quote Number
- C. Delivery Address
- D. Bill To Customer
- E. Ledger
- F. Business Unit

**Answer:** ABD

**NEW QUESTION 6**

Why are Source Document Type Codes required when defining Source Document Types?

- A. Because they are Revenue Management Descriptive Flexfields.
- B. Because they are needed for integration with Product Management.
- C. Because they are needed for the VRM\_SOURCE\_DOCUMENTS table to populate extensible attributes.
- D. Because they provide uniqueness to the Source Document Type

**Answer:** D

**NEW QUESTION 7**

A pricing dimension segment value combination is one of the factors to determine standalone selling prices. This combination is based on the pricing dimension assignment setup.

What does the pricing dimension assignment match the pricing dimension segment combination to?

- A. pricing bands
- B. a pricing dimension structure
- C. the source document types
- D. a pricing dimension structure instance

**Answer:** A

**NEW QUESTION 8**

Which is a term under ASC 606 or IFRS 15?

- A. transaction price
- B. promise detail
- C. initial performance event
- D. requires complete

**Answer:** B

**NEW QUESTION 9**

Which setup component is NOT connected to a Revenue Price Profile?

- A. Contract Identification Rules
- B. Items
- C. Source Document Types
- D. Pricing Dimension Segments

**Answer:** A

**NEW QUESTION 10**

The predefined Revenue Contract Account Activities Report provides data extracted from which two sources?

- A. Oracle Revenue Management Cloud
- B. Oracle Receivables
- C. Oracle General Ledger
- D. Oracle Subledger Accounting

**Answer:** AC

**NEW QUESTION 10**

Which three statements about Effective Periods are true?

- A. If effective periods are not defined, Revenue Management uses the General Ledger calendar.
- B. Revenue Management uses the General Ledger calendar.
- C. Effective Periods are used for standalone selling prices and for creating journal entries.
- D. Gaps between periods are not allowed.
- E. You cannot have overlapping periods.
- F. Effective Periods only define the range where standalone selling prices of an item should be effective.

**Answer:** CDE

**NEW QUESTION 12**

Which configuration component is Source Document Type NOT connected to?

- A. Revenue Management System Options
- B. Performance Obligation Template
- C. Contract Identification Rules
- D. Revenue Price Profile
- E. Performance Obligation Identification Rules

**Answer:** D

**NEW QUESTION 15**

Which three statements about Effective Periods are true?

- A. If effective periods are not defined, Revenue Management uses the General Ledger calendar.
- B. Effective Periods are used for standalone selling prices and for creating journal entries.
- C. Gaps between periods are not allowed.
- D. You cannot have overlapping periods.
- E. Effective Periods only define the range where standalone selling prices of an item should be effective.

**Answer:** ACE

**Explanation:** 20. Which three tasks are associated with defining a Pricing Dimension Structure?

- A. Define up to 30 segments and name them.
- B. Define up to 20 segments and name them.
- C. Analyze pricing policies across products and services.
- D. Create multiple instances for a given Pricing Dimension Structure.
- E. Include user friendly prompts for each segment.
- F. Assign required segment labels to each segment.

**NEW QUESTION 19**

When is it required to populate the number of periods and percentage of revenue (seen in the image below) while defining a revenue scheduling rule?

- A. when the Deferred Revenue box is checked
- B. when it is a business requirement
- C. when Context Values are populated
- D. when the Type is Fixed or Variable

**Answer: D**

**NEW QUESTION 21**

The predefined Revenue Contract Account Activities report originally had only one output option of spreadsheet. Which output option can you now also choose to assist in handling a large number of records?

- A. HTML
- B. PowerPoint
- C. Flat File
- D. PDF

**Answer: C**

**NEW QUESTION 23**

Given Revenue Management uses the Subledger Accounting engine to create journal entries from customer contracts, which is NOT a predefined Accounting Class?

- A. Contract Asset
- B. Contract Price Variance
- C. Contract Liability
- D. Contract Revenue
- E. Contract Expense
- F. Contract Clearing

**Answer: E**

**NEW QUESTION 25**

A corporation wants to use any potential values in a segment of their Pricing Dimension Structure, as long as those values do not exceed a length of 50 characters.

Which validation type must be selected when defining this Value Set?

- A. Table
- B. Subset
- C. Independent
- D. Format Only
- E. Dependent

**Answer: D**

**NEW QUESTION 29**

Given the titles of selling prices:

1. Transaction Price

2. Stand Alone Selling Price

3. Performance Obligation Value

and the descriptions concerning selling prices:

- A. The allocated price used for revenue
- B. The customer facing and invoice price
- C. The price you would get for the item if you sold it separately

What is the correct match sequence of the descriptions A, B and C against the titles?

- A. B, C, A
- B. A, C, B
- C. C, B, A
- D. C, A, B
- E. A, B, C
- F. B, A, C

**Answer: B**

#### NEW QUESTION 34

What should E-Business Suite General Ledger and Oracle Cloud General Ledger do as part of the transition to the new standard strategy under ASC 606 and IFRS 15?

- A. Create a reporting ledger.
- B. Create a new primary ledger.
- C. Create a secondary ledger.
- D. Using their existing primary ledge

**Answer: C**

#### NEW QUESTION 38

Which three statements describe how Revenue Management creates accounting contracts to meet the new ASC 606 / IFRS 15 revenue recognition standards?

- A. by identifying and creating one or more performance obligations for a given accounting contract
- B. by calculating Total Transaction Price for contracts
- C. by only creating contracts that are source system specific
- D. by allowing manual allocation of Total Transaction Price across performance obligations
- E. by restricting users from excluding contract lines
- F. by grouping source document lines into contracts for each identified customer

**Answer: ABF**

#### NEW QUESTION 41

Which is the correct definition of the Performance Obligation Liability on the balance sheet, replacing the Deferred Revenue liability?

- A. your invoiced goods and services less those goods and services that you have not yet delivered
- B. your debt to customers for goods and services you are obliged to deliver to them by either party acting less your right to invoice them for those goods and services once delivered
- C. Unearned Revenue
- D. your debt to customers for goods and services you are obliged to deliver to them by either party acting

**Answer: B**

#### NEW QUESTION 45

A corporation does not have reliable historical Standalone Selling Prices stored In Its source systems. What option is available to help the corporation in this scenario?

- A. Navigate to the "Manage Revenue Price Profiles" page and enter estimated prices manually in the browser user interface.
- B. Load estimated prices to table VRM\_SOURCE\_DOCUMENTS using SQL script.
- C. Navigate to the "Manage Revenue Price Profiles" page and download spreadsheet template to enter estimated prices manually.
- D. Run the Calculate Observed Standalone Selling Prices program to derive price

**Answer: C**

#### NEW QUESTION 50

Given It Is critical to capture common link values In one or more attributes on the source document lines in order to build effective Performance Obligation Identification Rules, how many User Extensible Fields does Revenue Management provide to facilitate the capture of this data?

- A. 60 User Extensible Fields
- B. 10 User Extensible Fields
- C. 90 User Extensible Fields
- D. 50 User Extensible Fields

**Answer: C**

**NEW QUESTION 55**

What does a Variable Consideration require?

- A. an estimate of the consideration be made at inception only
- B. that the consideration be monetary
- C. an estimate of the consideration be made at Inception, and corrections of the accrual at made at each period end until revenue is recognized
- D. a disclosure be made to the shareholders

**Answer:** A

**NEW QUESTION 58**

A furniture store is running a promotion for a toaster with the purchase of a sofa or chair set. Data about the free toaster is not captured in any upstream application.

How should you handle this scenario in Revenue Management?

- A. Ignore the performance obligation for the toaster because it was free of cost to the customer.
- B. Define an Implied Performance Obligation Template to automatically add a performance obligation for the toaster.
- C. Create the performance obligation for the toaster manually.
- D. Define an adhoc rule in the Revenue Price Profile to include the toaster

**Answer:** B

**NEW QUESTION 63**

Before uploading Estimated Standalone Selling Prices (SSP), you must populate a spreadsheet with some required data. In addition to the SSP Value (price) and Currency, which two are required?

- A. SSP Type
- B. Pricing Dimension
- C. Performance Obligation Template
- D. Unit of Measure
- E. Item Identifier

**Answer:** DE

**NEW QUESTION 68**

A corporation uses a primary ledger with a currency of USD. The organization's data includes source document lines with amounts expressed in the Euro currency. However, Revenue Management calculates transaction totals, allocations, and creates accounting in the ledger currency.

What needs to be done in Revenue Management to convert transaction amounts to the USD currency?

- A. Create source document types specifically for Euro documents.
- B. Populate exchange rates in Revenue Price Profile.
- C. Populate Conversion Rate Type in System Options.
- D. Create revenue prices in the Euro currency

**Answer:** C

**NEW QUESTION 70**

In order to have Revenue Management calculate Observed Standalone Selling Prices, four steps must be completed. Which two are NOT included in the four step process?

- A. Close the previous period.
- B. Review the calculated OSSP.
- C. Categorize standalone sales by performance obligation.
- D. Approve the OSSP by establishing it.
- E. Run the Calculate Observed Standalone Selling Prices program.
- F. Run Create Accountin

**Answer:** AF

**NEW QUESTION 75**

Given you can optionally use pricing bands to create standalone selling prices, which setting enables you to use pricing bands?

- A. when a pricing dimension structure is enabled for pricing bands
- B. when a source document type is enabled to use pricing bands
- C. when a pricing dimension structure Instance is enabled for pricing bands
- D. when a value set segment label of Set Band is used

**Answer:** A

**NEW QUESTION 77**

Which statement is NOT applicable to Performance Obligation Templates?

- A. Oracle delivers three predefined Performance Obligation Templates,
- B. Performance Obligation Templates are specific to the business and cannot be predefined.
- C. Performance Obligation Templates take precedence over Performance Obligation Rules.
- D. Performance Obligation Templates can be associated to a Revenue Price Profile

Answer: A

**NEW QUESTION 82**

Given your organization's Interactions with one of Its customers:

- \* A consultant is deployed to assist customer on 10-Sep-2017.
- \* A Sales order Is booked on 14-Sep-2017.
- \* The Product is shipped on 15-Sep-2017. An invoice is issued on 20-Sep-2017. When do you accrue the contract liability?

- A. when the consultant is deployed to assist customer on 10-Sep-2017
- B. when the product is shipped on 15-Sep-2017
- C. when the sales order Is booked on 14-Sep-2017
- D. when an invoice is issued on 20-Sep-2017

Answer: B

**NEW QUESTION 84**

Which three types of reference data critical to the Integration of a source system need to be synchronized between an external system and Revenue Management?

- A. Suppliers
- B. Business Units
- C. Customers
- D. Inventory items
- E. Receivables configurations
- F. Banks, branches and bank accounts

Answer: BCD

**NEW QUESTION 89**

After defining a pricing dimension structure for a customer, you must define a pricing dimension structure instance. Which two attributes on the structure instance are inherited from the structure definition?

- A. whether Dynamic Combination Creation Allowed is enabled
- B. the shape: Same number of segments and order
- C. the Displayed option
- D. the value sets
- E. the Query Required option

Answer: AB

**NEW QUESTION 91**

You define a Contract Identification Rule that uses the following source document attributes to match transaction lines:

Bill-to Customer Party Identifier Extensible Header Character Attribute 4 Based the data displayed:

* Business unit name	* Legal entity name	Bill-to customer reference in the source system	Extensible Header Character Attribute 2	Extensible Header Character Attribute 3	Extensible Header Character Attribute 4
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2001	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2002	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2003	QTE177003
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2004	QTE177004
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2005	QTE177004

How many contracts will be created In Revenue Management?

- A. 3
- B. 1
- C. 5
- D. 4

Answer: A

**NEW QUESTION 94**

The contract Promised Details tabs includes Selling Amount, Allocated Amount, Revenue Recognized, and Bill.....

Obligation Item	Description	Quantity	UOM	Selling Amount	Allocated Amount	Revenue Recognized	Billed	Pricing Dimension
4001 R320002	Unlimited Talk	2	Month	99.00	99.25	99.25	99.00	CONSUMER MOBILE PLAN
4002 R320001	Phone Model 95	1	Eq	450.00	477.75	477.75	450.00	CONSUMER MOBILE PLAN

**Details**

Source Document

Source Document Type: Telecommunication Subscriptions  
Source Document Date: 11/1/15

Performance Obligation

Satisfaction Method: Allow partial  
Satisfaction Status: Fully satisfied

Telecommunication Subscriptions

Product Group: MOBILE PLAN  
Quote Number: Q76105001

What is the difference between Selling Amount and Allocated Amount?

- A. The Selling Amount is calculated based on Standalone Selling Prices and is used for the Revenue Recognition amount
- B. The Allocated Amount is based on the source document sales lines amounts and is ultimately used to tie back to your source document upload.
- C. The Selling Amount is calculated based on the source document sales lines amounts and is used to tie back to your source document upload
- D. The Allocated Amount is based on Standalone Selling Price and is ultimately used for the Revenue Recognition amount.
- E. The Selling Amount is calculated based on Standalone Selling Prices and is used to tie back to your SSP upload or calculation
- F. The Allocated Amount is based on the Billed amount and is ultimately used for the Revenue Recognition amount.
- G. The Selling Amount is calculated based on the source document sales lines amount and is used for the Revenue Recognition amount
- H. The Allocated Amount is based on the Billed Amount and is used to tie back to your Billing source document upload.

**Answer: B**

**NEW QUESTION 95**

What are two major changes when comparing the new revenue recognition guidance under ASC 606 and IFRS 15 versus the old standard?

- A. Revenue and performance obligation liabilities are not dependent on billing.
- B. Revenue can be recognized for performance obligations only using the "Point in Time" approach.
- C. Pricing estimates cannot be used in the absence of pricing data.
- D. Expected consideration value is applicable to all industries

**Answer: AD**

**NEW QUESTION 96**

The Contracts Requiring Attention user interface has three tabs: Pending Review, Pending Allocation, and Pending Revenue Recognition. What would cause a contract to be in the Pending Review tab?

- A. The total Transaction Price is over the user-defined threshold amount.
- B. The contract is missing standalone selling prices at the promised detail level or at obligation level.
- C. The contract is missing satisfaction events.
- D. The contract is missing Billing data

**Answer: A**

**NEW QUESTION 99**

One way to upload customer contract data from a source system is through File Based Data Import (FBDI) using a spreadsheet template provided by Revenue Management.

What is the name of this spreadsheet template?

- A. Customer Contract Source Documents Import
- B. Customer Sales Source Data Import
- C. Customer Contract Source Data Import
- D. Customer Sales Data Source Documents Import

**Answer: C**

**NEW QUESTION 102**

A corporation uses a pricing policy that considers deal size to calculate price per unit for its products. For example:

Deal Size	Price Per Unit
Less than \$50,000	\$100.00
More than \$50,000	\$85.00

Which Price Band Segment Label would be appropriate to use in this case?

- A. Amount Band
- B. Deal Size Band
- C. Set Band
- D. Quantity Band

**Answer: A**

**NEW QUESTION 105**

What is a Standalone Selling Price (SSP)?

- A. the average of your bundled price
- B. the sum of the SSPs of the components
- C. the list price
- D. the price you would use if you sold to a customer separately

**Answer: D**

**NEW QUESTION 110**

Which two are choices for the Satisfaction Method when defining a Performance Obligation Identification Rule?

- A. require complete
- B. allow partial
- C. allow complete
- D. require partial

**Answer: AB**

**NEW QUESTION 112**

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