

Exam Name:	Oracle Order Management 11i Fundamentals		
Exam Type:	Oracle		
Exam Code:	1z0-223	Total Questions:	145

Question: 1

What is true about the Ship from Stock fulfillment model?

- A. Every order must be reserved.
- B. Every order line should create a WIP job of equivalent quantity.
- C. Every order can be pick released almost immediately after booking.
- D. Stock is not shipped from the factory to the warehouse until receipt of the order.

Answer: C

Question: 2

Typically which type of customer environment would use pick release with a ship confirm rule?

- A. customers using lot controls
- B. customers using counter sales
- C. customers using containerized shipping
- D. customers using handheld picking devices (MSCA)
- E. customers with serial number controlled environment

Answer: B

Question: 3

When granting shipping rights to a user, you select full access and leave the organization blank. What is the effect of this setup?

- A. The user will not be granted shipping rights to any organization.
- B. The user will be granted full shipping rights to all organizations.
- C. The user will be granted view-only shipping rights to all organizations.
- D. The user will not be granted view or shipping rights to any organization.

Answer: B

Question: 4

You are a consultant to a company. The company has a specific order that it was expecting to be released, but it was not released.

Which four questions would you ask to determine why the order did not pick release successfully? (Choose four.)

- A. Is the order on hold?
- B. Is this an internal order?
- C. Are there multiple ship to's on the order?
- D. Is there an inventory in the pick from the subinventory?
- E. Is the order within the schedule ship date on the release?
- F. Was the release run for the same organization as that on the order?

Answer: A, D, E, F

Question: 5

An inventory organization is set up and an item has been defined in the item master organization and enabled in the inventory organization. What is true about the item's unit of measure (UOM)?

- A. You cannot change the item's primary UOM.
- B. You can change the item's primary UOM at any time.
- C. You can change the item's primary UOM if there are no material transactions against the item.

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D. You can change the item's primary UOM if there are no pending or incomplete material transactions against the item.

Answer: A

Question: 6

ABC Inc. has a centralized distribution center located in China. The sales organizations are located in U.S. and Italy.

Each of the three organizations belongs to different operating units with different set of books. All the sales order demands are fulfilled by the centralized distribution center by shipping directly to the end customers through its suppliers.

Which three statements are true about the order fulfillment process in the given scenario? (Choose three.)

- A. Purchase order can be created in a different operating unit than the sales order.
- B. Purchase requisition can be created in the same operating unit as the sales order.
- C. Purchase orders cannot be created in a different operating unit than the sales order.
- D. Purchase requisition cannot be created in the same operating unit as the sales order.
- E. The sales order line can have a Ship From Warehouse belonging to a different operating unit.
- F. The sales order line can have a Ship From Warehouse belonging to the same operating unit only.

Answer: A, B, E

Question: 7

You have been assigned the task of defaulting rule setup for Sterlite Inc. Some of the customers of Sterlite Inc. have special order processing requirements. A bill-to-location or a ship-to location of these customers may also need to have its own special order type.

However, in general, users in various departments need to always enter orders of a particular type:-- Domestic personnel need to enter orders of Order Type "Domestic"-- Export Department personnel need to enter orders of Order Type "International"

A new custom profile is created to default order type for different responsibilities or users. The special order types can be defined in customer, ship-to, or bill-to records as required.

How would you best structure the defaulting sequence of the following defaulting rule set to meet these requirements?

1. Related Record Invoice-to: Order Type
2. Application Profile XOM: xxxxxxx (New profile option)
3. Related Record Customer: Order Type
4. Related Record Ship-to: Order Type

- A. 1, 2, 3, 4
- B. 2, 1, 3, 4
- C. 1, 3, 2, 4
- D. 1, 4, 3, 2
- E. 4, 3, 2, 1
- F. 2, 4, 1, 3

Answer: D

Question: 8

Which seven processes are performed to complete the Order-to-Cash life-cycle process? (Choose seven.)

- A. Receipts

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- B. Scheduling
- C. Pick release
- D. Ship confirm
- E. Bank Reconciliation
- F. Enter and Book Sales order
- G. Transfer accounting to General ledger
- H. Auto invoice to receivables and customer invoicing

Answer: A, B, C, D, E, F, H

Question: 9

Which six Oracle application modules does Oracle Order Management integrate with directly? (Choose six.)

- A. Pricing
- B. Shipping
- C. Inventory
- D. Payables
- E. CRM Suite
- F. Purchasing
- G. Receivables
- H. General Ledger
- I. Cash Management

Answer: A, B, C, E, F, G

Question: 10

Which four seeded freight charges are included in Oracle Pricing? (Choose four.)

- A. duty
- B. export
- C. services
- D. insurance
- E. miscellaneous

Answer: A, B, D, E

Question: 11

Which two statements are true about freight and special charges modifiers? (Choose two.)

- A. Freight and special charges cannot be manually overridden.
- B. Only shipping execution can capture freight costs and apply charges.
- C. All freight and special charges are passed to Receivables for invoicing.
- D. Using freight and special charges modifiers, you can apply different freight

Answer: C, D

Question: 12

ABC Inc. is a retail company and all its customer orders that are shipped have a pre-defined freight charge for each line item on the order. The company wants to apply the freight charge to the sales order automatically to increase the order amount.

What should ABC do?

- A. Manual Freight and Special Charges modifier to apply at each sales order line.
- B. Automatic Freight and Special Charges modifier to apply at each sales order line.

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- C. They cannot do this; freight charges can be applied only during the ship confirm process.
- D. A Freight and Special Charges modifier cannot be defined to apply the freight charge at the time of the sales order.
- E. Define the surcharge list type of modifier to automatically apply the freight charge at the time of the sales order.

Answer: B

Question: 13

AAA Bike Company would like to be able to apply shipping and special handling charges to the customers invoice. The order entry staff does not know this information at the time the order is processed.

What would be the best way to accomplish this requirement?

- A. Make use of the freight/special charges modifier list type.
- B. Make use of the order management defaulting rules to automatically apply the freight and handling charge at the time of order line entry.
- C. Create a qualifier for freight charges that directs the charge to the accounts receivables workbench for the freight and handling charge to be applied.
- D. Set up a related item for the freight and handling charge that will prompt for the amount at the time of the ship confirm process.

Answer: A

Question: 14

Select the three permissions for setting Basic Pricing profile options. (Choose three.)

- A. View
- B. Delete
- C. Administer
- D. No Access
- E. View and Update

Answer: A, D, E

Question: 15

Which application is used to set the profile options in Basic Pricing?

- A. Inventory
- B. Advanced Pricing
- C. Order Management
- D. Shipping Execution
- E. System Administration

Answer: E

Question: 16

You are working on an implementation at XYZ Company and the customer has documented an issue where the decimal precision of the price is not working the way they would like it to. They enter all price lists with two decimal precisions, but after modifiers and freight charges are applied to orders, the decimals often go beyond two decimal precisions.

What could be the problem?

- A. The values in the modifier do not have correct decimal precision.
- B. The QP: Price Rounding profile option is not set to enforce currency precision.

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- C. When freight charges are involved there is no way to control the decimal precision.
- D. The update formula prices are not running in the background to adjust the numbers to the correct precision.

Answer: B

Question: 17

XYZ Inc. has a variety of customers with different modifiers, surcharges, and freight charges. According to the company's policy, none of the modifiers should be applied manually at the time of the creation of sales orders. Most of the sales orders are from the Oracle CRM application where all the modifiers applied by the sales representative. Which is the best solution to meet the requirement?

- A. Set QP: Negative Pricing at the user level.
- B. Set the QP: Source System Code profile to Oracle Marketing at the user level.
- C. Set QP: Blind Discount Option at the application level to enforce the modifier.
- D. Set QP: Pricing Transaction Entity to Order Fulfillment at the application level.
- E. Set QP: Allow Duplicate Modifiers at the application level to enforce the modifier.

Answer: C

Question: 18

Formulas provide pricing flexibility and the ability to carry out complex computations. Identify three component types that are used to create formulas. (Choose three.)

- A. Factor List
- B. Value Constant
- C. Pricing Context
- D. Product Context

Answer: A, B, D

Question: 19

Which four statements are true about pricing formulas? (Choose four.)

- A. The name is a unique identifier.
- B. The pricing engine uses the effective dates.
- C. Step numbers may not be repeated in a formula.
- D. The formula type numeric constant can be any numeric value. It can be a whole number or a decimal number.
- E. The formula is an arithmetic expression made up of step numbers. Each step number is entered in the formula lines region.

Answer: A, B, D, E

Question: 20

Which definition correctly describes the functionality of pricing formulas?

- A. a formula that evaluates the criteria and the order in which to apply qualifiers
- B. a mathematical computation that the pricing engine uses as an alternative to entering prices in a price list or to calculate a price adjustment
- C. a formula that the price list uses to apply modifiers and qualifiers when the correct criterion is met

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D. a mathematical computation that the order uses to determine which price list to apply to a given line based on the criteria set in the pricing parameters form

Answer: B

Question: 21

Which four modifier line types are available in Oracle Pricing? (Choose four.)

- A. Coupon
- B. Discount
- C. Surcharge
- D. Price Break
- E. Freight and Special Charges

Answer: B, C, D, E

Question: 22

Which four statements are true about Advance pricing modifiers? (Choose four.)

- A. You define discounts to mark down the list price.
- B. You define surcharges to mark up the order price.
- C. Modifiers can't be restricted to specific item categories
- D. Order-level modifiers adjust only the pricing request's line.
- E. Modifiers can remain independent of the price list, or you can use your price list as a qualifier.
- F. A price break can be either discounts or surcharges. Price breaks can be on order quantity or amount

Answer: A, B, E, F

Question: 23

After a sales order is booked, the sales order lines must complete all workflow activities leading up to the shipping activity. Which two are typical workflow activities as part of this process? (Choose two.)

- A. Create Trip
- B. Pick Release
- C. Schedule Line
- D. Create Supply
- E. Create Deliveries

Answer: C, D

Question: 24

Which three activities fall within the realm of shipping in Order to Cash cycle? (Choose three.)

- A. scheduling the order line
- B. allocation of delivery to trips
- C. decrement inventory after the shipping has happened
- D. movement of materials from factory to the stocking warehouse
- E. creation of move orders to transfer the items to shipping subinventory

Answer: B, C, E

Question: 25

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Which four statements are true about trips as part of the Shipping Execution process? (Choose four.)

- A. A trip must have a minimum of one stop.
- B. A trip must have a minimum of two stops.
- C. The Ship Confirm process can automatically create trips.
- D. A carrier can be a public carrier or part of a company fleet.
- E. A trip represents a unique instance of a carrier leaving your warehouse, but is not carrier specific.
- F. A trip can represent a truck, ship, railcar, and so on. These entities are set up as items in Oracle Inventory.

Answer: B, C, D, F

Question: 26

ABC Company has a requirement to ship certain products to local customers using refrigerated trucks.

Because of the infrequency of these shipments, these items are restricted to Friday shipments only, to more efficiently manage the truck space and minimize freight costs.

Certain customers get priority regarding when on Friday their product would be delivered, and the shipping department wants to be able to manage this requirement.

Which is the best approach to meet this need?

- A. Use the manual trip creations and have the shipping department determine the sequence of deliveries on the trip itself.
- B. Use the auto create trip functionality, and ship each delivery using the ship confirm process with auto created trip. Have the shipping department arrange the paperwork in the order in which they would like each stop to be made.
- C. Use the packing workbench to assign material to the correct container for shipment. Pack the material in the order it should be delivered.
- D. Use the container-item relationships by creating a container for the refrigerated truck and assign those items to the container that require refrigerated transport in the order they should be delivered.

Answer: A

Question: 27

ABC Company has a customer with multiple sites that use the same material, which is made to order.

You have a ground shipment planned to site A for three skids of this material.

There is one trip and delivery number for this shipment of three skids that is ready to be ship confirmed.

You have just learned that the customer has requested last-minute changes to the shipment. ABC Company now has the following requirements.

1. One skid to be shipped via air to site B to cover an unexpected shortage
2. One skid to be shipped via air to site C to cover an unexpected shortage
3. One skid to be shipped to its original destination of site A via ground transport

Which solution is the most efficient for solving the customers needs?

- A. Ship confirm the order for site A and perform an RMA transaction to bring back the two skids that need to be redirected to site B and site C.
- B. Unassigned from the delivery for site A the material that will need to be shipped via air to site B and site C.

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Create two new deliveries, one for site B and one for site C, with the correct material for each site.

- C. Add two trip stops to the existing delivery for site A, one for the air shipment to site B and one for the air shipment to site C. Unassigned the material from site A that will need to be shipped to site B and site C and reassign as appropriate.
- D. Navigate to the shipping parameters window and change the delivery grouping attributes. Unchecked the Ship From Location to allow this one delivery to ship to multiple sites.

Answer: B

Question: 28

Which three statements are true about stops in the Shipping Execution process? (Choose three.)

- A. A delivery must be made up of at least one stop.
- B. A delivery must be made up of at least two stops.
- C. A stop is a point along the route of a trip that is due for a pick-up or drop-off.
- D. Stops can only be manually recorded using the Shipping Transactions form.
- E. The Ship Confirm process can automatically close a trip, which creates and closes the pick-up and drop-off stop, and changes the Delivery status to Closed.

Answer: B, C, E

Question: 29

Which two activities can you perform from the Quick Ship form? (Choose two.)

- A. pack deliveries
- B. create deliveries
- C. print shipping documents
- D. adjust shipment quantities
- E. change carrier for the deliveries

Answer: C, D

Question: 30

Which two are true about the Quick Ship form? (Choose two.)

- A. You can print the Pick Slip from Quick ship form.
- B. You can hide or show fields in the Quick Ship form
- C. You can have only one delivery for the trip displayed in the form.
- D. The display of the form can be changed based on whether the user wants to view delivery based or trip based display.

Answer: B, D

Question: 31

John is confused about the difference between a delivery line and a delivery. Which explanation would you give to him?

- A. There is no difference; a delivery and delivery line are the same thing.
- B. A delivery line is a sales order line that has been released for shipping; a delivery consists of a collection of trips.
- C. A delivery line is a sales order line that has been released for shipping; a delivery consists of delivery lines scheduled to be shipped to a customer.
- D. A delivery line is the same as a sales order; a delivery is a group of sales orders that have been Ship Confirmed.

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Answer: C

Question: 32

Which three statements are true about delivery lines? (Choose three.)

- A. Delivery lines are assigned to trips.
- B. Delivery lines can be unassigned from deliveries.
- C. A delivery line is required for all outbound shipments.
- D. Delivery lines can be assigned to the same delivery across organizations.
- E. Delivery lines cannot be unassigned after they have a delivery number created.

Answer: A, B, C

Question: 33

Which statement is true about delivery lines?

- A. Delivery lines cannot be split in shipping transactions.
- B. Delivery lines cannot be shipped on the same delivery if they are from different orders.
- C. Delivery lines that have been assigned to a delivery must be backordered in order to assign a different delivery number.
- D. Delivery lines must be booked and scheduled in Order Management in order to appear in shipping transactions.

Answer: D

Question: 34

Which of the following is true for a Delivery? (Choose four.)

- A. Delivery lines can be split.
- B. Delivery lines can be unassigned from a delivery.
- C. Delivery lines can be assigned to deliveries before pick release.
- D. Qualifying delivery lines can be assigned to an existing delivery.
- E. Delivery lines can be assigned to deliveries only after pick release.
- F. Delivery lines that have been shipped and interfaced can be invoiced.

Answer: A, B, D, F

Question: 35

When defining delivery parameters, which are part of the grouping selection? (Choose five.)

- A. Customer
- B. FOB Code
- C. Ship Method
- D. Delivery Date
- E. Freight Terms
- F. Intermediate Ship To

Answer: A, C, D, E, F

Question: 36

You are consultant to a company that uses deliveries to consolidate shipments going to the same customer.

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You have been informed that Business World has several orders that would be placed into the system for its Ship To location of SANJOS. You need to ensure that all the lines are assigned to the same delivery.

Which three strategies would meet this requirement? (Choose three.)

- A. Run pick release by customer.
- B. Run the Process Deliveries SRS Program
- C. When running pick release ensure that the "Delivery criteria autopack" is set to No.
- D. Run pick release not specifying the customer, and set autocreate delivery to NO; then you can assign the lines to a delivery later.
- E. Query in the shipping transaction menu for all the orders for Business World, and assign them to the same delivery.

Answer: A, D, E

Question: 37

The shipping clerk is trying to ship confirm an order that has five lines, and all the line statuses are in Staged/Pick Confirmed. The delivery record is missing the delivery tab in the ship confirm form.

What could be the possible reason and resolution?

- A. One of the delivery lines has a shipping exception. Resolve the shipping exception.
- B. The shipping clerk does not have the shipping privilege. Enable shipping privilege for the user.
- C. Unassign delivery from all the lines and autocreate delivery from the shipping transaction form.
- D. The delivery number is missing on the delivery lines. Auto-create delivery from the pick release form.
- E. The delivery number is missing on the delivery lines. Auto-create delivery from the shipping transaction form.

Answer: E

Question: 38

In order to group sales order lines onto a delivery when attempting to ship an order, some criteria must be the same.

Which attribute must be the same as controlled by the shipping parameters?

- A. Order
- B. Warehouse Location
- C. Ship From Location
- D. Customer Account Number

Answer: C

Question: 39

You are ship confirming an order and you receive an error message. The message reads: Error: Some deliveries selected for Ship Confirm have errors or warnings. Warning: Delivery 12345 has null Weight.

What would Oracle Shipping transactions do?

- A. The delivery would close and the line would ship.
- B. The delivery would close and the corresponding lines would be backordered.
- C. The delivery would close and the lines would be unassigned from the delivery.
- D. The delivery would remain open. No lines would ship and the user would be returned to the delivery tabbed page of the Shipping Transactions window to address the issue of the missing weight.

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Answer: D

Question: 40

Select three statements that are true about Shipping document sets. (Choose three.)

- A. Ship confirm document sets can be printed before to ship confirm.
- B. Ship confirm document sets can be printed only after ship confirm.
- C. Shipping and Picking document sets can be defaulted on pick release rules.
- D. Only the user that requested the pick can reprint the pick release document sets.
- E. Shipping and Picking document sets can be reselected at the time of pick release.
- F. Shipping and Picking document sets cannot be reselected at the time of pick release.

Answer: A, C, E

Question: 41

Which three are required to define and use Shipping document sets? (Choose three.)

- A. assign printers
- B. assign sequences
- C. document categories
- D. document sequences
- E. document repositories

Answer: B, C, D

Question: 42

Which two are mandatory setups to ship from an organization? (Choose two.)

- A. grouping rules
- B. shipping grants
- C. pick release rules
- D. ship confirm rules
- E. open inventory periods

Answer: B, E

Question: 43

You are a consultant to a client. The client is having a problem with its shipping execution. It appears that orders are not being updated with the shipped lines. You look at the shipping transactions and order line and the line shows the status of "shipped." You also notice that the delivery and trip are closed. What is the first step you would take to resolve this issue?

- A. Run the Regions interface.
- B. Run the Interface Trip Stop - SRS.
- C. Run the Import Delivery Lines program.
- D. Go to the workflow administrator and process a "skip" or "retry" on the line in Order Management to send the line over to AR.

Answer: B

Question: 44

Which two are required components for setting up an organization for basic shipping? (Choose two.)

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- A. transit times
- B. document sets
- C. inventory periods
- D. shipping parameters

Answer: C, D

Question: 45

You are a consultant to a client. The client has a policy of shipping according to the original scheduled ship date. The client suspects that people are moving the scheduled ship date on orders so that they do not appear as late shipments. The top management wants to know about any order that has its scheduled ship date changed to a future date. It does not want to stop or slow down the shipping process, but wants to be able to track orders that have had the date changed. You decide to manage these changes using shipping exceptions. How would you change the defaulted values for the exception named "WSH_CHANGE_SCHED_DATE" shipping exception?

- A. Set Exception behavior to Error.
- B. Set Exception behavior to Warning.
- C. Set Exception behavior to Information Only.
- D. Set Exception behavior as defaulted and remove the enabled flag.

Answer: C

Question: 46

Which three Pick Slip grouping rules would be a viable solution in an industry where physical picking is assigned to different pickers on the basis of location or attribute of the item (for example, items requiring a forklift are directed to those individuals who are licensed to drive a forklift)? (Choose three.)

- A. Bulk Picking
- B. Order Picking
- C. Wave Picking
- D. Cluster Picking
- E. Date Range Picking

Answer: A, C, D

Question: 47

Min Max planning has created a number of internal orders for a receiving organization. Which three strategies would ensure that the orders are consolidated for shipping at the time of picking? (Choose three.)

- A. Define a release sequence rule using order as a priority.
- B. Create a pick slip grouping by order, customer, and ship to.
- C. Create a pick release rule with Append Deliveries set to Yes.
- D. Create a pick release rule ensuring that prior reservations is set to Yes.
- E. Create a pick release rule with Autocreate Delivery set to Across Orders.

Answer: B, C, E

Question: 48

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You are a consultant to a company that manufactures and distributes parts for machines. Some of the company's customers are wholesalers and others are the general public. The company has a supply agreement with some of the wholesalers that it would fulfill 90 percent of their orders and other orders within 48 hours of the order placed.

The company is running pick release and it is generating move orders. The company wants to have the orders flow through inventory, and do not want to manually transact the move orders. Which setting in the pick release rule needs to be changed?

- A. Default Pick Confirm set to No
- B. Default Pick Confirm set to Yes
- C. Default Autocreate Deliveries set to No
- D. Default Autocreate Deliveries set to Yes
- E. Associate a ship confirm rule with the pick release rule.

Answer: B

Question: 49

You are a consultant to a client that specializes in parts sales. As part of its quality control program, it has one person to pick orders and a separate person to perform quality check, pack, and ship confirm. Physical picks are done manually.

The warehouse is cycle counted on a regular basis, so the quantities in the warehouse are accurate.

If you were designing the client's release rules, which two attributes would you ensure that the release rules had? (Choose two.)

- A. Deselect the Reservations Only check box.
- B. Select the Reservations Only check box.
- C. Set the Pick Confirm set to No in the pick release rules.
- D. Set the Auto Allocate set to No in the pick release rules.
- E. Set the Pick Confirm set to Yes in the pick release rules.
- F. Set the Auto Allocate set to Yes in the pick release rules.
- G. Associate a ship confirm rule with the pick release rules.

Answer: C, F

Question: 50

Which two statements are true about release sequence rules? (Choose two.)

- A. Release sequence rules may be needed if the inventory balance is less than 100% accurate.
- B. Release sequence rules should not be used if the inventory balance is less than 100% accurate.
- C. Release sequence rules are used during the ship confirm process to determine in what order to perform the shipping.
- D. Release sequence rules are used to determine in what order to allocate inventory to sales orders.
- E. You can assign an alphanumeric value to order number, outstanding invoice value, shipment priority, or schedule date.

Answer: A, D

Question: 51

Which two statements are true for setting up freight carriers? (Choose two.)

- A. Service levels are required for all freight carriers.
- B. Service levels are optional additional information for carriers.

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- C. Freight carriers are organization specific, so they need to be defined for each organization.
- D. Freight carriers do not need to be assigned to organizations. After they are defined, they are available for shipping transactions.
- E. Freight carriers are defined once and then enabled in the organizations that would use those particular carriers.

Answer: A, E

Question: 52

Which three statements are true about freight carriers? (Choose three.)

- A. Freight carriers are used only for customer shipments.
- B. Freight carriers are specific to the inventory organization.
- C. You cannot associate the General Ledger account with each freight to collect associated costs.
- D. Interorganization transfer uses an associated General Ledger account to specify the freight cost
- E. Freight carriers are used for shipments to and from customer, supplier, and internal organizations.

Answer: B, D, E

Question: 53

Which statements are true about an LPN? (Choose four.)

- A. An LPN is a Logical plate number.
- B. An LPN is also known as a container.
- C. LPNs can be set as an inventory item.
- D. LPN can be used in Non-WMS organization.
- E. An LPN can be loaded inside another container.
- F. LPNs can be made mandatory using the shipping parameter.

Answer: B, C, E, F

Question: 54

Which three statements are true about when using LPN/Containerized shipping? (Choose three.)

- A. Deliveries are not required.
- B. LPNs can only be defined at point of pick release.
- C. Deliveries must be packed into the LPN/Container.
- D. All delivery lines must be assigned to a delivery.
- E. Containers must be set up in the inventory in order to be used.

Answer: C, D, E

Question: 55

LPN is an acronym for

- A. Logical Pallet Name
- B. Lot Position Number
- C. License Plate Number
- D. License Pallet Number
- E. Logical Placement Number

Answer: C

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Question: 56

Which three statements are true about defining and granting access to roles? (Choose three.)

- A. If a user does not have any grants, the default is full access to all organizations.
- B. Roles are assigned to user responsibilities to view or edit shipping transaction forms.
- C. If a user does not have any grants, the default is view-only access to all organizations.
- D. You can grant a user role in one organization or more than one organization for a period of time.
- E. For each role you can select the data access controls that control edit and view access to shipping entities such as trips, stops, deliveries, and lines/LPNs.
- F. Roles control the user access action at pick release form, shipping transaction form and quick ship form.

Answer: D, E, F

Question: 57

Mary wants to perform the Pick Release process for delivery lines that have been booked. Which three options are valid approaches for her to use? (Choose three.)

- A. Run the Auto Allocate process.
- B. Run the Pick Slip Grouping process.
- C. Use the standard Report Submission process (SRS)
- D. Execute Online from the Release Sales Order window.
- E. Run a concurrent program from the Release Sales Order window.

Answer: C, D, E

Question: 58

Which Pick Release parameter defines the order in which the available inventory would be allocated to the respective sales orders that have been booked?

- A. Picking Rules
- B. Release Rules
- C. Ship Confirm Rules
- D. Pick Slip Grouping Rules
- E. Release Sequence Rules

Answer: E

Question: 59

Select three ways to configure the pick release process. (Choose three.)

- A. Transit Times
- B. Release Rules
- C. Shipping Parameters
- D. Pick Ship Grouping Rules
- E. Release Sequence Rules

Answer: B, D, E

Question: 60

Which three steps are part of the Pick Release process? (Choose three.)

- A. Pick release creates pick wave and move order lines.

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- B. Pick release passes Ship confirmed lines to receivables
- C. Pick release creates the transaction lines in Shipping Transactions.
- D. Inventory updates Shipping execution with the results of the allocation.
- E. The move order line is allocated at pick release or at a subsequent step.

Answer: A, D, E

Question: 61

At which stage in the Shipping Execution process is a high-level reservation transferred to an allocated reservation?

- A. Pick Release
- B. Pick Confirm
- C. Ship Confirm
- D. Sales Order Booking

Answer: B

Question: 62

Which three are results of the Ship Confirm process? (Choose three.)

- A. The sales order is closed.
- B. The inventory is decremented.
- C. The sales order line is updated.
- D. The material is transferred from the staging inventory.
- E. Transfer a High Level reservation to an Allocated reservation.

Answer: B, C, D

Question: 63

In the shipping transactions form, there is an option to back order items that have been pick released.

Which three statements are true about this option? (Choose three.)

- A. Backordered quantities lose their reservation status.
- B. Backordered quantities retain their reservation status.
- C. Backordered quantities can be flagged for cycle counting.
- D. Backordered quantities remain in the staging subinventory.
- E. Backordered quantities return to their original staging location.

Answer: A, C, D

Question: 64

Which three statements are true about one-step shipping? (Choose three.)

- A. One-step shipping cannot be performed for more than one sales order.
- B. One-step shipping closes automatically created or manually created trips.
- C. One-step shipping launches pick release and pick confirm all lines assigned to the deliveries.
- D. One-step shipping ship confirms all deliveries if all assigned lines have a line status of Shipped.
- E. One-step shipping automatically creates deliveries if deliveries are not associated with all or some of the lines.

Answer: B, C, E

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Question: 65

Which two statements are true about one-step shipping? (Choose two.)

- A. Ship confirm rules must be set up in order to use one-step shipping.
- B. One-step shipping must be used with quick ship shipping transactions.
- C. One-step shipping is the process of ensuring lot controls are shipped appropriately.
- D. One-step shipping is the process of picking, optionally packing, and ship confirming delivery lines in one step.

Answer: A, D

Question: 66

The client you are consultant to is considering using one-step shipping. You identify two factors that lead you to believe that one-step shipping might be a good option for the client.

What are the two factors? (Choose two.)

- A. The client has a problem with inventory accuracy.
- B. A portion of the client's volume is customer pick-up.
- C. The client does not need to use over or under shipping tolerances.
- D. The transit time is short between the shipping and arrival destinations.
- E. RF (radio frequency) bar coding scanners are used for inventory movement.

Answer: B, C

Question: 67

Identify three areas where a ship confirms rule can be used to direct shipping transactions. (Choose three.)

- A. Quick Ship
- B. Pick Release
- C. Move Order Allocations
- D. Auto pack deliveries SRS
- E. Ship Confirm Deliveries SRS

Answer: A, B, E

Question: 68

A Clerk at the shipping warehouse is trying to perform one step shipping for the first time in Oracle Shipping.

Which of these cases will stop him from getting the whole set of delivery lines ship confirmed?

- A. Some of the lines are not assigned to the deliveries.
- B. None of the deliveries have trips associated with them.
- C. Some of the lines have not been pick confirmed in the earlier stage.
- D. Some of the items being shipped are serial controlled and not all of these items have a serial number assigned to them.

Answer: D

Question: 69

Which three statements are true when executing this Pick Release request? (Choose three.)

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Release Sales Orders For Picking

Based On Rule: 01 ALL Document Set: All Pick Release Docu

Release Criteria

Order Shipping Inventory

Orders: All Order Type: Order Number: Ship Set: Error Reservations Only: Destination Type: Ship-To Location Customer: Ship-To: Item Category Set: Date Range: Number: Scheduled Ship Dates From: To: 21-JUN-2006 23:59:59 Requested Dates From: To: 21-JUN-2006 23:59:59

Execute Now Concurrent

Release Sales Orders For Picking

Based On Rule: 01 ALL Document Set: All Pick Release Docu

Release Criteria

Order Shipping Inventory

Trip: Delivery: Ship Method: Line/Container: Release: All Standard Orders Sequence Rule: Autocreate Delivery: Yes Auto Pick Confirm: Yes Ship Confirm Rule: Stop: Ship From: Shipment Priority: Include Assigned Lines Autocreate Defined Orders: Autocreate Delivery: NO Append Deliveries:

Execute Now Concurrent

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- A. The pick confirm step would need to be done.
- B. The move order would automatically be transacted.
- C. Only orders for warehouse 01 would be pick released.
- D. Only orders that have been reserved would be pick released
- E. All orders eligible for pick release would be released regardless of reservation.

Answer: B, C, E

Question: 70

Which three are mandatory for the Pick Pack Ship method, using containers? (Choose three.)

- A. run the Auto-Pack Deliveries SRS
- B. set up containers as Customer items in Oracle Inventory
- C. define container-item relationships in Oracle Shipping Execution
- D. enter container-container relationship if using master containers
- E. manually calculate how many containers will be required and enter that quantity

Answer: B, C, D

Question: 71

After executing the criteria identified in Release Rule 01-All:

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Release Sales Orders For Picking

Based On Rule: 01 ALL Document Set: All Pick Release Docu

Release Criteria

Order: Shipping Inventory

Orders: All Order Type: Order Number: Error Reservations Only: Ship Set: Destination Type: Ship-To Location Customer: Ship-To: Item: Category Set: Date: Number: Scheduled Ship Dates: From: To: 21-JUN-2006 23:59:59 Requested Dates: From: To: 21-JUN-2006 23:59:59

Execute Now Concurrent

Release Sales Orders For Picking

Based On Rule: 01 ALL Document Set: All Pick Release Docu

Release Criteria

Order Shipping Inventory

Trip: Delivery: Ship Method: Line/Container: Release: All Standard Orders Sequence Rule: Autocreate Delivery: Yes Auto Pick Confirm: Yes Ship Confirm Rule: Stop: Ship From: Shipment Priority: Include Assigned Lines: Autocreate: Delivery Criteria: Autocreate Delivery: NO Append Deliveries:

Execute Now Concurrent

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Release Sales Orders For Picking

Based On Rule: 01 ALL Document Set: All Pick Release Docu

Release Criteria

Order Shipping Inventory

Warehouse: 11
Subinventory: FGI
Project:
Task:

Pick Slip Grouping Rule: Order Number
Auto Allocate: Yes
Plan Tasks: No

Pick From
Subinventory: FGI
Locator:

Execute Now Concurrent

How would the picked order lines appear display in shipping transactions? (Choose two.)

- A. Picked orders would progress to Shipped.
- B. Picked orders would progress to Interfaced.
- C. All orders eligible for pick release would be released regardless of reservation.
- D. Picked orders would progress to Released to warehouse in shipping transactions.
- E. Picked orders would progress to Staged/Pick Confirmed in shipping transactions.

Answer: C, E

Question: 72

Jun is trying to pick release an order and he is not succeeding. He decides to check the credit limit for the customer, and he finds that it is lower than the order amount. Which two steps should he take? (Choose two.)

- A. He should cancel the order.
- B. He should increase the customer's credit limit.
- C. He should check for any manual holds and get them released.
- D. He should remove the credit check rule from the order's transaction type.
- E. He should inform the customer that their credit limit has caused the order to be cancelled.
- F. He should contact the Customer Management personnel and have the credit limit reviewed.

Answer: C, F

Question: 73

Your client has scheduled the Release Sales Orders SRS (request name Pick Selection List SRS) to run at 9am, 12 noon and 2 pm. Assume that this is the only method for running the pick release process.

Which are the two valid reasons to schedule the client's pick releases process? (Choose two.)

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- A. to ensure that orders are picked based on predefined rules
- B. to ensure that orders are processed for shipping at the exact moment they are scheduled.
- C. to increase the level of user intervention. This would enable them to pick specific orders for pick release.
- D. to automate the pick releasing process. All orders would be picked according to the scheduled rules.

Answer: A, D

Question: 74

Your customer uses MSCA (mobile supply chain application) devices. When you define the pick release rules, which combination would give you the highest level of control?

- A. In the pick release rules, set Auto Allocate to No, and set Auto Pick Confirm to No.
- B. In the pick release rules, set Auto Allocate to Yes, and set Auto Pick Confirm to No.
- C. In the pick release rules, set Auto Allocate to No, and set Auto Pick Confirm to Yes.
- D. In the pick release rules, set Auto Allocate to Yes, and set Auto Pick Confirm to Yes.

Answer: A

Question: 75

Which four statements are valid for the three-step Pick release process?(Choose four.)

- A. Pick slips can be printed.
- B. Manually pick confirm from the Transact Move order form.
- C. Auto Allocate is set to No, and Auto Pick Confirm is set to No.
- D. Auto Allocate is set to Yes, and Auto Pick Confirm is set to No.
- E. Manually allocate inventory from the Transact Move order form.

Answer: B, C, D, E

Question: 76

On January 1, 2007, you entered a sales order for \$100.00; the tax rate at the time of order entry is 5%.

On booking, the sales order shows the total order amount as \$105 (\$100.00 for the order + \$5.00 for tax).

The scheduled ship date according to ATP is August 1, 2007.

The tax rate is updated on July 1, 2007 to 6% to reflect the new effective tax rate.

The order is shipped on schedule, on August 1, 2007.

Which statement is true about the tax calculation?

- A. Users can change the tax amount on the order at the time of booking.
- B. The tax amount in Order Management is just an estimate, and is recalculated at the time of interfacing to Receivables.
- C. The tax amount on the order is automatically re-calculated by the system whenever the tax rate changes.
- D. The tax amount on the order at the time of booking is the final tax amount; it will not be changed.

Answer: B

Question: 77

The internal orders fulfillment model enables you to request and transfer material from one inventory organization to another.

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Which application and method are used to originate this process?

- A. Demand Planning, Forecast
- B. Purchasing, Internal Requisition
- C. Inventory, Sub-inventory Transfer
- D. Order Management, Internal Sales Order

Answer: B

Question: 78

Which four modules are part of the internal orders fulfillment model?(Choose four.)

- A. Oracle Inventory
- B. Oracle Payables
- C. Oracle Purchasing
- D. Oracle Order Management
- E. Oracle Shipping Execution
- F. Oracle Accounts Receivables

Answer: A, C, D, E

Question: 79

ABC Inc. is a manufacturer of laser machines, which is an Assemble-to-Order (ATO) Model. Sales representatives configure the laser model on the basis of customer requirements with all the options during the customer order entry process. Which two statements are true? (Choose two.)

- A. ATO Model cannot be used on intercompany order transactions.
- B. Upon completion of the work order for the ATO Model, only the ATO model item and Option class and Option items are pick released and ship confirmed in Oracle, and not the configured item.
- C. ABC Inc. progresses the sales order after generating the configured item to create the work order.
- D. ABC Inc. generates the configured item for the ATO model when the sales order is in enter status.
- E. After generating the configured item for the ATO model, if the item is available in stock, the item can be reserved to the sales order line, and ship confirmed without generating the work order.

Answer: C, E

Question: 80

XYZ Inc. runs on the PTO fulfillment model. All the rule-based business rules for configuring the model are incorporated using Oracle Configurator, which makes it intuitive for sales representatives to configure the PTO model. Which two statements are true? (Choose two.)

- A. Routing needs to be defined for the PTO model.
- B. Process the configured item to generate the work order.
- C. Ship confirm the option items, not the PTO model and option class.
- D. Based on the setup, either ship model complete or individual options.
- E. After selecting all the options, PTO Model needs to be processed to get the configured part.

Answer: C, D

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Question: 81

In which two business scenarios would a seller elect to use Back-to-Back order processing? (Choose two.)

- A. The customer orders products from your company, and you in turn reassign the order to another inventory organization within your company to fulfill the order
- B. The customer orders products from your company, but you do not typically manufacture or stock the items
- C. The customer orders products from your company and you in turn place the order with a third-party supplier. The third-party supplier ships the products directly to your customer
- D. The customer orders products from your company and you in turn place the order with a third-party supplier. The third-party supplier ships the products to you and then you reship them to the customer

Answer: B, D

Question: 82

Your company, Vision World Enterprises, wants to supply item XYZ using the Back-to-Back order process.

You have been tasked with setting up this process so that Back-to-Back ordering would work. Which two steps are required? (Choose two.)

- A. You must set up a Make sourcing rule and add this rule to the MRP default Assignment set.
- B. Item must be marked as Assemble-To-Order on the Order Management Tab of the Item Master.
- C. Item XYZ must be set up in the Item Master and marked as Customer Orderable and Purchasable.
- D. On the General Planning tabbed page of the Item Master, you need to set the Make/Buy flag to Buy

Answer: C, D

Question: 83

Which four statements describe the role of Back-to-Back Orders? (Choose four.)

- A. auto creates requisitions
- B. pegs supply to demand
- C. Supplier ships directly to customer
- D. links sales orders and purchase orders
- E. Flow of reservation supply from requisition to PO to inventory

Answer: A, B, D, E

Question: 84

Which three statements are true regarding Drop Ship orders? (Choose three.)

- A. The supplier ships to the seller
- B. Requisition Import Program creates the requisitions
- C. The PO is created from an Approved Requisition, which is then sent to the supplier.
- D. Drop shipments are created as sales orders in Order Management with a source type of External
- E. The Purchase Release concurrent program or workflow in Order Management creates rows in the Requisition Import tables

Answer: B, C, E

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Question: 85

Two physical locations should generally be set up as two different inventory organizations. Select the two criteria that apply. (Choose two.)

- A. they have different work calendar
- B. they have different costing methods
- C. they are part of the same legal entity
- D. shipment between these locations does not involve transit times

Answer: A, B

Question: 86

An inventory organization is set up and has sub inventories defined for it. Which statement is true about the three-character code assigned to the inventory organization? (Choose two.)

- A. You can change the organization code if you change the item master organization.
- B. You cannot change the three-character code assigned to the inventory organization.
- C. You can change the organization code if there are no material transactions in the inventory organization.
- D. You can change the organization code if there are no pending or incomplete material transactions in the inventory organization.

Answer: B, C

Question: 87

An inventory organization is set up to use the average costing method. What is true about the costing method of the inventory organization?

- A. You can change the costing method to standard costing at any time.
- B. You cannot change the costing method of the inventory organization.
- C. You can change the costing method if there are no material transactions in the inventory organization.
- D. You can change the costing method if the business decides to switch to standard costing.
- E. You can change the costing method if there are no pending or incomplete material transactions in the inventory organization.

Answer: B

Question: 88

Which two statements are true regarding major components of the Party Model? (Choose two.)

- A. A location is a binary relationship, such as a partnership, between two parties.
- B. A party site is defined by the characteristics or terms and conditions of that relationship.
- C. A party relationship links a party with a location, indicating the party's usage of the location.
- D. A party is an entity, such as people and organizations, which can enter into business relationships.
- E. A contact point is means of contacting a party (for example, a phone number, e-mail address, or a fax number).

Answer: D, E

Question: 89

Which two statements are true about Customer Profile Classes? (Choose two.)

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- A. Customer Profile Classes are assigned in the Customer-Standard setup.
- B. The only setup required to check customer credit is selection of the Credit check box in the Customer Profile.
- C. If an attribute is changed on a Profile Class template, the attribute is updated for all customers assigned to that Profile Class.
- D. Customer Profile Classes can be used to group customer accounts with similar credit worthiness.
- E. Customer profile Classes can be assigned only at the customer level, and not at the account level.

Answer: A, D

Question: 90

A user has been tasked with ensuring that Credit Checking is done at the time of Sales Order Booking for ABC Corp. Though she believes she set up everything correctly, no Credit Checks seem to be occurring.

Which three elements should she check? (Choose three.)

- A. Is Credit Checking enabled for the Payment Terms applied to ABC Corp?
- B. Is the Credit check box selected in the Standard Customer setup for ABC Corp?
- C. Is the Credit Check Hold check box selected in the Profile Class accounts window for ABC Corp?
- D. Is Credit Check selected at Booking on the Order Transaction Type setup used for ABC Corps orders?
- E. Is Credit Check selected at Shipping on the Order Transaction Type setup used for ABC Corps orders?

Answer: A, B, D

Question: 91

Credit Profiles define the maximum financial risk you are willing to withstand on your regular operations.

Which three levels would you most likely use to define this maximum risk?? (Choose three.)

- A. Customer
- B. Organization
- C. Item Category
- D. Customer Site
- E. Global (across multiple operating units)

Answer: B, D, E

Question: 92

Under TCA Administration, identify the subtab that you can use to set up a powerful "search and duplicate identification" functionality.

- A. Security tab
- B. Enrichment tab
- C. Relationships tab
- D. Classifications tab
- E. Data Quality Management (DQM) tab

Answer: E

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Question: 93

Your organization has offices in various countries, and your customers and suppliers are based in various countries around the globe. Given that addresses are formatted differently in each country, how would you set up the system to handle this situation?

- A. Set up the address format as context-sensitive key flexfield.
- B. Set up the address format as free-format segmented value set.
- C. Set up the address format as context-sensitive descriptive flex-field.
- D. Set up the address format as a dependent value set with country-specific segments.

Answer: C

Question: 94

In which Oracle application is there a relationship where all corresponding accounts and transactions that are associated with one party are accessible by another party?

- A. Oracle Payables
- B. Oracle Purchasing
- C. Oracle Receivables
- D. Oracle General Ledger

Answer: C

Question: 95

Which two requirements must be met to create a party-paying relationship?(Choose two.)

- A. The relationship type must be hierarchical, and the subject and object parties must be of Organization type.
- B. The relationship type must be assigned to "Pay Within" or "Pay Below" groups.
- C. The relationship must be created between the two suppliers sites to link the correct paying relationships.
- D. The relationship between the two parties must be such that they use the same nonreciprocal bank account.

Answer: A, B

Question: 96

Which two pieces of customer information does Order Management use? (Choose two.)

- A. party information
- B. party sites information
- C. customer account information
- D. customer account sites information

Answer: C, D

Question: 97

You have defined a Profile class of B to represent customers with \$100,000 credit limit. If you decide to increase the credit limit of all future class B customers to \$150,000, which method would you choose when you save the updated credit profile?

- A. Update all profiles.
- B. Do not update existing profiles.
- C. Update all non-customized profiles.

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Answer: B

Question: 98

If a customer service representative wants to enter an order with the minimum information, what is the best way to accomplish this?

- A. by using Standard order entry form
- B. by importing the order from another legacy system
- C. by developing a customized order entry from using Oracle Forms to enter required information
- D. by using a customized quick order entry form that shows the mandatory fields with most frequently used buttons

Answer: D

Question: 99

A large steel manufacturing company wants to utilize Blanket Sales Agreements (BSA) to track sales.

Customer ABC Metals has agreed to buy 1 million pounds of steel in certain shapes, sizes and specifications. Your inventory setup is such that each part or item number represents unique kind of steel with unique shape, size and specifications. You price each item by pounds.

Which is a valid way of tracking customer sales using BSA?

- A. creating BSA on the basis of total price commitment
- B. creating BSA on the basis of total pounds commitment
- C. creating BSA on the basis of total price and pounds commitment
- D. creating BSA on the basis of specific item numbers and pounds commitment

Answer: D

Question: 100

As a member of the implementation team you have been assigned the task of defining the internal requisition process.

Consider the following list of steps:

1. Enter internal requisition details.
2. Run Requisition import concurrent program
3. Approve the internal requisition.
4. Run Purchase Release concurrent program.
5. Run order import concurrent program.
6. Run create internal sales order concurrent program.

Which steps are required, and in which order should they be performed?

- A. 1, 2, 3, 5
- B. 1, 3, 5, 6
- C. 1, 2, 4, 6
- D. 1, 3, 6, 5
- E. 1, 2, 3, 6, 4
- F. 1, 2, 3, 4, 5, 6

Answer: D

Question: 101

Super Gear Inc. manufactures and supplies gears. The company has two manufacturing units, one located in Chicago and other in New Jersey.

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The Chicago plant manufactures gearboxes that are required to protect the gears. The New Jersey plant is responsible for assembling gears and gearboxes before shipping them to customers.

Super Gear Inc. needs a system process to facilitate the transfer and tracking the movement of gear boxes from the Chicago plant to the New Jersey plant.

To achieve the desired results, which four-setup steps must be performed to properly record the events in Oracle? (Choose four.)

- A. Select Order source as Online when importing orders.
- B. Select Order source as Internal when importing orders.
- C. Set up requesting organization as a customer with a ship-to address.
- D. Define Inter-organization shipping network and specify the transfer type as direct.
- E. Define Inter-organization shipping network and specify the transfer type as intransit.
- F. Only Oracle Inventory and Oracle Order Management modules need to be installed.
- G. Oracle Inventory, Oracle Purchasing and Oracle Order Management modules must be installed.

Answer: B, C, E, G

Question: 102

You are reviewing the Oracle Internal Sales Order process functionality with the logistics manager of XYZ Corporation.

Which two statements are true regarding the features of internal sales order process? (Choose two.)

- A. An Internal Sales Order can be created manually.
- B. An Internal Sales Order creates an Accounts Receivable invoice.
- C. An Internal Sales Order does not generate an Accounts Receivable invoice.
- D. An internal sales order can be created in an operating unit different from that of the internal requisition.
- E. An internal sales order can be generated only in the same operating unit where the internal requisition is created.

Answer: C, D

Question: 103

Global Corporation has its operations in two different countries, Japan and U.S. Each of the two organizations belongs to different primary Set-of-Books due to different currency requirements. All sales functions and customer orders in US are handled by the US organization. The customer orders in US are fulfilled by the distribution center located in Japan through direct shipment from its suppliers.

Which process flow model would best meet the needs of Global Corporation?

- A. Normal Shipment and Drop Shipment
- B. Back-to-Back orders and Drop Shipment
- C. Normal Shipment and Back-to-Back orders
- D. Drop Shipment and Intercompany transactions
- E. Back-to-Back orders and Intercompany transactions

Answer: D

Question: 104

Company A needs to perform a drop ship transaction across its global enterprise, which comprises organizations in different countries belonging to different sets of books.

Which three statements are true about the company's Drop Ship process? (Choose three.)

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- A. Customer addresses are visible across Set-of-Books.
- B. Customer addresses are not visible across Set-of-Books.
- C. Sales organization generates an intercompany Payables invoice.
- D. Procurement organization generates an intercompany Payables invoice.
- E. Sales organization creates an intercompany Receivable invoice for the goods.
- F. Procurement organization creates an intercompany Receivable invoice for the goods.

Answer: A, C, F

Question: 105

A multinational company (MNC) supplies Item A and Item B to its customers. It manufactures item A in its own manufacturing plant, but purchase item B from Classic Manufacturing Company. The company also wants Classic Manufacturing to directly deliver item B to its (MNC company) customers. Which Order Fulfillment model would best meet the requirements of MNC company?

- A. only Normal Shipment
- B. only Full Drop Shipment
- C. both Normal Shipment and Full Drop Shipment
- D. both Back To Back Orders and Normal Shipment
- E. both Back To Back Orders and Full Drop Shipment
- F. both Back To Back Orders and Partial Drop Shipment

Answer: C

Question: 106

Turbo Engineering supplies turbine engine components to Jet Manufacturing Inc. Beta Manufacturing manufactures some turbine engine components on the basis of purchase orders received from Turbo Engineering. Beta Manufacturing sends these components to Jet Manufacturing. To maintain data integrity between the sales and purchasing process Turbo Engineering needs a change-management process. Which two aspects of change-management are provided by the standard functionality of Oracle applications? (Choose two.)

- A. Sales Order changes would be automatically updated to a requisition
- B. Sales Order changes would be automatically updated to an approved Purchase order
- C. Changes on the purchase orders would not be synchronized with the sales order line.
- D. Sales Order changes would be automatically updated to an unapproved Purchase order
- E. Sales order changes have to be manually updated in the Purchase order using the Discrepancy report

Answer: A, D

Question: 107

You are implementing the Drop Ship process flow for Vision Corporation.

Consider the following list of steps:

1. Enter Sales Order header and lines.
2. Book Sales Order.
3. Run Order Import concurrent program.
4. Run Workflow Background Process.

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5. AutoCreate to create a Purchase order.
6. Run Requisition Import concurrent process.
7. Approve Purchase order.
8. Perform Pick Release Process.
9. Receive against the Purchase order.
10. Perform the Ship Confirm process.

Which steps are required, and in which order must they be performed?

- A. 1,2,3,6,8,10
- B. 1,2,4,5,6,8,9
- C. 1,2,3,4,8,10
- D. 1,2,4,6,5,7,9
- E. 1,2,4,5,7,3,10
- F. 1,2,3,5,7,8,9

Answer: D

Question: 108

A sales representative wants to create a sales order and schedule an order line. The OM: Autoschedule profile option is set to Yes. The Check ATP Flag item attribute is set to None. Which two statements are true regarding the scheduling activity for this setup? (Choose two.)

- A. Availability window is displayed automatically.
- B. Scheduling would check for available inventory.
- C. Order line is scheduled when the order line is saved.
- D. Order line is scheduled only when the order is booked.
- E. When an order line is scheduled, only the scheduled ship date is populated.

Answer: A, C

Question: 109

ABC Corporation has a business requirement to schedule an order without any inventory reservation for standard items. Which setup options or activities could be used to prevent inventory reservation? (Choose all that apply.)

- A. Profile option OM: Autoschedule
- B. Profile option BOM: Automatic Reservation
- C. Profile option OM: Reservation Time Fence
- D. Enter the order line with a Schedule Ship date outside the Reservation Time Fence

Answer: C, D

Question: 110

You have two order lines on a sales order. Line 1 is standard line with shipment and invoicing. Line 2 is invoice-only line and does not involve any shipment. Which solution would you use to ensure that line 2 is interfaced with Oracle Receivables at the same time as line 1?

- A. Put both lines in Ship sets.
- B. Put both lines in arrival sets.
- C. Put both lines in fulfillment sets.
- D. Put both lines in Ship sets and use defaulting rule to default scheduled ship date from line 1 to line 2.

Answer: C

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Question: 111

Small manufacturing company is in the process of streamlining its order entry process. It needs a process that would will ensure completeness of the order when a customer has committed to buy. Which order entry process step would best meet the requirement of the company?

- A. Save the Line
- B. Save the Order
- C. Book the Order
- D. Enter the Order
- E. Save the Header
- F. Progress the Order

Answer: C

Question: 112

QRS Corporation wants to know the profitability of each order before it can be processed. If an order were not profitable, then a system process would automatically put the processing of this order on hold.

Which Order Entry process step would meet the criteria?

- A. Credit Checking
- B. Order Booking
- C. Progress Order
- D. Enter and Save Order
- E. Customized Process

Answer: B

Question: 113

Sales representative created a standard sales order and booked it. Which three statements are true about the booked order? (Choose three.)

- A. Gross margin hold may be applied.
- B. Credit Checking process is not done.
- C. The order line status changes to Awaiting shipping.
- D. Every time a new line is added to the order, the order needs to be booked.
- E. After the order is booked Processing Constraints controls updates to all order entities.

Answer: A, C, E

Question: 114

The implementation team of a small distribution company wants to set up the order entry process quickly.

Which three-setup steps must be completed so that the customer orders can be entered successfully?(Choose three.)

- A. Sales Channels
- B. Defaulting Rules
- C. Shipment priority
- D. At least one Price list
- E. OM Transaction Types
- F. Processing Constraints
- G. Item Validation Organization

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Answer: D, E, G

Question: 115

John is trying to enter a customer sales order. First he entered all the order required information in the Order header. Then, when he tried to click the Line tab, the following error occurred:

FND_AS_Unexpected_Error(PKG_NAME=OE_SCHEDULE)
(PROCEDURE_NAME=Insert_Into_Mtl_Sales_Orders)
(ERROR_TEXT=User Defined Exception)

Identify which setup element is causing the error.

- A. Item Flexfield
- B. Sales Order Flexfield
- C. Line Transaction Type
- D. Inventory Category Flexfield
- E. Item Validation Organization
- F. Sales Order Line Descriptive Flexfield

Answer: B

Question: 116

ABC Inc. is implementing Oracle Order Management. One of its key business requirements is that users should be able to create sales orders with minimum keystrokes.

Which three setup options would facilitate reduced data entry? (Choose three.)

- A. Defaulting Rules
- B. Transaction Types
- C. OM : Invoice Source
- D. Processing Constraints
- E. Automatic Attachment Rules
- F. OM: Invoice Transaction Type
- G. OM: Sales Order Form Preference
- H. OM: Enable Related Items and Manual Substitutions

Answer: A, E, G

Question: 117

ABC Inc. is a distributor of automotive components. It has only one sales office in Detroit, Michigan. It has been set up with only one set of books- a U.S. set of books with US dollar (USD) as the currency. ABC Inc. received the following order from XYZ Inc. to deliver automotive transmissions:

Deliver 1000 pieces of transmission to assembly plant in New York and bill New York office in USD.

Deliver 2000 pieces of transmission to assembly plant in Japan and bill the Tokyo office in Japanese Yen. Deliver 3000 pieces of transmission to assembly plant in China and bill the Hong Kong office in Hong Kong dollars.

How would you handle this order?

- A. Create three different orders, each with different ship-to and bill-to address and the appropriate currency.
- B. Enter one order with three different lines; each line would have a different ship-to and bill-to address. Use defaulting rules to default the appropriate currency for each line on the basis of the bill-to address.
- C. Enter one order with three different lines; each line would have different ship-to and bill-to address. The default currency would be USD on each line; override that for each line and use the requested currency.

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D. Because the US Set of Books is used, enter one order with three different lines, and bill the customer only in USD. Inform the customer that it cannot have invoices in three different currencies, and let the customer convert the invoice into the appropriate currency.

Answer: A

Question: 118

How do you decide which negotiation flow to use for a quote or an order?

- A. Use transaction type window to select the flow to use.
- B. Use approval hierarchy from Purchasing to decide approval routing.
- C. Create a quote or an order, and then link to the appropriate negotiations flow.
- D. While booking an order, select the negotiations flow that would be used by an order.

Answer: A

Question: 119

Joe set up a defaulting rule to default payment term in the order header. The defaulting rule was set up for the Order Header to use Source Type of Related Record and Default Source/Value of Customer.Payment Term. Now the payment term of customer ABC Inc. needs to be changed from "2/10, Net 30" to Net 30. You changed the payment term in the price list of ABC Inc. However, when creating a new sales order for this customer, you notice that the payment term is still defaulting to "2/10, Net 30," and not Net 30. How can you fix the problem? (Choose three)

- A. Change the payment term in the Profile transactions tabbed page of the customer.
- B. Change the payment term in the Details tabbed page of the customer's Bill-to location.
- C. Change the payment term in the Details tabbed page of the customer's Ship-to location.
- D. Change the payment term in the Details tabbed page of the customer's Bill-to location, and, then change the payment term in the price list.
- E. Change the payment term in the Details tabbed page of the customer's Ship-to location and Bill-to location.
- F. Change the payment term in the Details tabbed page of the customer's Ship-to location and then change the payment term in the price list.

Answer: A, B, D

Question: 120

You created a defaulting rule setup to default a ship method from the header to the line. You create an order with several lines and use Ship Method A for the header (and therefore the lines). Then you want to change the ship method at the header to Ship Method B. Which two statements are true about changing the ship method at the line level? (Choose two.)

- A. The ship method would change only for new lines.
- B. The ship method would change only for existing lines.
- C. The ship method would not change for any existing or new lines.
- D. The ship method would change to Ship Method B for both new and existing lines.
- E. The ship method of existing lines can be changed using the Mass Change method.
- F. The ship method of existing lines cannot be changed using the Mass Change method.
- G. The ship method of new lines can be changed only by using the Mass Change method.

Answer: A, E

Question: 121

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By using order line-level defaulting rules, you can _____.

- A. override the existing values on existing order lines
- B. restrict what users can enter on the order line fields
- C. default values only when a new line record is added
- D. default any field on the order header main tabbed page

Answer: C

Question: 122

Which two statements are true regarding the application of Sales Credits to a sales order?
(Choose two.)

- A. Non-Revenue Sales Credits may not be split
- B. Sales Credits may not be applied to a Return Order
- C. Quota Sales Credits must always be equal to 100%
- D. Line-Level Sales Credits always override Sales Credits applied at the Sales Order Header level
- E. The CRM Incentive Compensation module must be installed before Sales Credits can be applied to a sales order

Answer: C, D

Question: 123

It has come to your attention that Timothy Cleary was on vacation while negotiations were taking place regarding an important sale. Thomas Kramer was closely involved in the negotiations and had finalized the deal.

As a result, you feel Mr. Kramer should receive 75% of the credit for the sale.
How would you handle this when applying Sales Credits to the Sales Order?

- A. The Sales Credits cannot be split in this case
- B. The Sales Credits would be split with Kramer receiving 75% Revenue Credit and Cleary 25% Revenue credit
- C. The Sales Credits would be split with Kramer receiving 75% Revenue Credit and Cleary 25% Non-revenue credit
- D. The Sales Credits would be split with Kramer receiving 100% Revenue Credit and Cleary 25% Non-revenue credit

Answer: B

Question: 124

Thomas must apply the same Sales Credits to multiple orders headers. What would be your recommendation?

- A. It cannot be done.
- B. Use the Apply Sales Credit Concurrent program.
- C. He can do this, but needs to open each order individually.
- D. He can do it by using the Order Organizer, multi-selecting the orders by holding down the Ctrl key, and then clicking Actions button.

Answer: D

Question: 125

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You created two Sales Orders (Sales Order #1 and Sales Order #2) with four lines in each sales order on March 5.

Three lines of Sales Order #1 were shipped and closed on March 10.

The fourth line was shipped and closed on March 15.

All the four lines of Sales Order #2 were shipped and closed on April 10.

Which statement is true regarding closing of the sales order headers?

- A. Sales Order Header of both the Sales Orders would close on April 30.
- B. Sales Order Header of Sales Order #1 would close on March 15 and Sales order #2 would close on April 30.
- C. Sales Order Header of Sales Order #1 would close on March 15 and Sales order #2 would close on April 10.
- D. Sales Order Header of Sales Order #1 would close on March 31 and Sales order #2 would close on April 10.
- E. Sales Order Header of Sales Order #1 would close on March 31 and Sales order #2 would close on April 30.

Answer: C

Question: 126

You are entering the sales order header information. You want to create a sales order with multiple currencies.

Advanced pricing is not used in this implementation.

Which three statements are true regarding order currency information? (Choose three.)

- A. Only one currency is allowed per sales order.
- B. A sales order can have multiple currency order lines.
- C. Multi currency price list can be used for sales orders.
- D. Multi currency price list cannot be used for sales orders.
- E. The price list currency and order currency must be same for sales orders.
- F. The price list currency and order currency can be different for sales orders.

Answer: A, D, E

Question: 127

The Sales credit information on the sales order is used to _____.

- A. calculate and store commission amounts on the Order
- B. calculate and pay commission by CRM incentive compensation
- C. calculate and pay commission through Order Management and Accounts receivable
- D. calculate commission amounts through Order Management and pass to Accounts Payable

Answer: B

Question: 128

Company A is in the process of implementing Order Management. As a member of the implementation team you have been given the responsibility to perform setup of order transaction types and create the document sequence so that orders can be entered.

Consider the following list of steps:

1. Assign Line Flows to Order Transaction Type.
2. Create a document sequence for orders.
3. Create Order Transaction type.
4. Create Line Transaction type for order lines.
5. Assign Order transaction type to the document sequence.

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6. Create Line Transaction type for return lines.

Which are the minimum steps required, and in which order should these steps be performed?

- A. 4,6,5,3,1
- B. 4,3,1,2,5
- C. 1,4,6,5,3
- D. 5,3,1,4,6,2
- E. 4,6,3,2,1,5
- F. 1,6,5,4,3,2

Answer: B

Question: 129

The XYZ company is implementing Order Management. The business lead for the Order Fulfillment process wants to prepare a checklist of requirement(s) that must be met to ship a Sales Order.

Which option lists all the requirements to ship a Sales Order?

- A. Item attribute is shippable and Shipping is an activity in the lines workflow
- B. Item attribute is shippable, Line Status is Picked and Shipping is an activity in the lines workflow
- C. Item attribute is shippable, Line status is Booked and Shipping is an activity in the lines workflow
- D. Item attribute is shippable, Line status is Entered and Shipping is an activity in the lines workflow
- E. Item attribute is shippable, Line Status is Awaiting Shipping and Shipping is an activity in the lines workflow
- F. Item attribute is shippable, Line Status is Shipped and Shipping is an activity in the lines workflow

Answer: B

Question: 130

A customer calls up Best Services Inc. to place an order for service.

Which statement is true regarding the line status flow of this order for the complete order process?

- A. Entered, Booked, Closed
- B. Entered, Booked, Awaiting Fulfillment, Closed
- C. Entered, Booked, Awaiting Shipping, Picked, Closed
- D. Entered, Booked, Awaiting fulfillment, Shipped, Closed
- E. Entered, Booked, Awaiting Shipping, Picked, Shipped, Closed
- F. Entered, Booked, Awaiting Shipping, Picked, Shipped , Awaiting Fulfillment, Closed

Answer: B

Question: 131

The customer service agent of Ontime Company wants to identify the relevant line statuses of the Drop-ship order process to better serve customer.

The agent ask you about this list of statuses:

- 1. Enter
- 2. Awaiting Shipping
- 3. Booked

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4. Picked
5. Ready to Release
6. Awaiting Receipt
7. Shipped
8. Closed

Which statuses would you identify as valid for the complete Drop-Ship process?

- A. 1,3,2,8
- B. 1,3,6,8
- C. 1,3,4,8
- D. 1,3,2,4,7,8
- E. 1,3,4,6,7,8
- F. 1,3,4,2,5,7,8

Answer: B

Question: 132

Which three statements are true about Processing Constraints? (Choose three.)

- A. Processing Constraints can be set to restrict changes at the Responsibility level.
- B. Processing Constraints apply only to Sales Orders and not Blanket Sales Agreements.
- C. Processing Constraints apply only to the changes made to the Sales Order lines and not to the Sales Order Header.
- D. Processing Constraints can define certain actions that result from a change made to a Sales Order.
- E. Processing Constraints are rules that are used to control what attributes can be changed on a Sales Order and when they can be changed.

Answer: A, D, E

Question: 133

You have been asked to create a new Processing Constraint to forbid the updating of the Order Type at the Sales Order Header level when there are order lines, or when the order has been booked.

Which actions would you take? (Choose five.)

- A. Select Not Allowed as the User action.
- B. Select Order Header as the entity level.
- C. Select Require Reason as the User action.
- D. Select "Order Type" as the order attribute that needs to be changed.
- E. When defining the Validation Template, specify a condition that lines exist on the order.
- F. When defining the Validation Template, specify a condition that the Sales Order is in a Booked status at the Header level.

Answer: A, B, D, E, F

Question: 134

You have created a new Processing Constraint to restrict users from changing the Payment Terms at the Sales Order Header if the order has been booked. However, users are still able to make this change.

What is the most likely cause of the problem?

- A. You failed to enable the Validation Template.
- B. You failed to run the Defaulting Generator concurrent program.

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- C. You did not select the Require Reason and History User Action.
- D. You failed to set up Automatic versioning if the Payment Terms are changed.

Answer: A

Question: 135

Which two are true about updating Sales Orders? (Choose two.)

- A. Changes to order sets are always respected when changing a line in the set.
- B. Defaulting Rules can execute multiple times (for example, each time an order is reopened or saved).
- C. All updates made to a Sales Order must pass Processing Constraint rules except when canceling an order line.
- D. Updating an Order Header after Defaulting rules have been applied would have no effect on existing order lines.

Answer: A, D

Question: 136

Which two are not Processing Constraint actions during the process of updating an order? (Choose two.)

- A. Insert
- B. Delete
- C. Cancel
- D. Update
- E. Replace

Answer: A, E

Question: 137

Which three statements are true about Quoting-Negotiation Workflow process? (Choose three.)

- A. There can be only one approver.
- B. The order lines do not inherit the Header line flows.
- C. Customer Acceptance is not part of the Negotiation Flow.
- D. The Negotiation Phase is attached to the Order Transaction Type.
- E. The Order Negotiation functionality is seeded with two flows: Negotiation Flow-Generic and Negotiation Flow Generic with Approval.
- F. The seeded Negotiation workflows apply to both Sales Order Quotes and Blanket Sales Orders.

Answer: D, E, F

Question: 138

Which four are seeded Negotiation Phase statuses of the Approval process? (Choose four.)

- A. Draft
- B. Approved
- C. Draft Submitted
- D. Draft-Internal Rejected
- E. Pending Customer Acceptance

Answer: A, B, D, E

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Question: 139

James wants to add a new recipient to the Approvals list for the seeded Negotiation Flow with Approvals.

Which two statements are true? (Choose two.)

- A. The seeded workflow list of approvers cannot be modified.
- B. He should open the seeded workflow and add the new name there.
- C. He cannot modify the seeded list, so he should create a new workflow.
- D. He should select Setup>Transaction Types, query the appropriate Transaction Type, and then click the Approvals button. Finally, he should add the recipient to the list of Approvers for the appropriate list name.
- E. He should select Setup>Transaction Types>Approvals and add the recipient to the list of Approvers for the appropriate list name.

Answer: D, E

Question: 140

Which action CANNOT be performed from the Order Summary form?

- A. create a version
- B. apply order holds
- C. view shipping status
- D. view contract terms
- E. apply automatic attachments
- F. perform a pick release and ship confirm

Answer: F

Question: 141

During one of which two events does the pricing engine price the items, depending on the pricing setup, in the Order to Cash process? (Choose two.)

- A. after the order is booked
- B. after the order is entered
- C. during the pick release of the order
- D. after selecting the customer address

Answer: A, B

Question: 142

During shipping, freight and special charges can be calculated and the price of the item can be adjusted accordingly. Which application manages this process?

- A. Inventory
- B. Receivables
- C. Cash Management
- D. Advanced Pricing

Answer: D

Question: 143

You entered and booked an order, and the pricing engine has returned an item per unit price of \$32.45. This price does not include freight charges, which will be incurred at time of shipment. In order to charge the customer freight added at the time of shipment, which two should be the status on the Calculate Price Flag on the order line? (Choose two.)

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- A. Partial Price
- B. Freeze Price
- C. Calculate Price
- D. Leave it spaces

Answer: A, C

Question: 144

Opus Trading Inc. sells commodities. The sales price of corn is the daily closing price of corn listed in the commodities exchange. This price is maintained in the price list, which is updated daily at the end of the day after the close of the futures market in the commodities exchange. This price from the price list is what Opus charges the customer for all shipments for the next working day.

Given this business scenario, what is the best solution to charge the correct price to the customer?

- A. Use Workflow with re-price at the time of shipment.
- B. Use the Action menu to re-price the line just after shipment.
- C. Use the Action menu to re-price the line just before shipment.
- D. Use the price date on the order line; monitor the order line shipment date, and just before shipment, manually update the price date to make it same as the actual shipment date.

Answer: A

Question: 145

Both Basic Pricing and Advanced Pricing have the ability to use modifiers. Identify three modifiers that can be used with Basic Pricing. (Choose three.)

- A. Coupons
- B. Discounts
- C. Promotions
- D. Surcharges
- E. Freight and Special Charges

Answer: B, D, E

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