



Exam : 1Z0-223

Title : Oracle Order Management 11i Fundamentals

Ver : 11-07-2008

---

**QUESTION 1:**

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

- A. Links sales orders and purchase orders
- B. Flow of reservation supply from requisition to PO to inventory
- C. Auto Creates requisitions
- D. Supplier ships directly to customer
- E. Pegs supply to demand

Answer: A,B,C,E

---

**QUESTION 2:**

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

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

Answer: A,B

---

**QUESTION 3:**

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

Which two statements are true? (Choose two.)

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

Answer: D,E

---

**QUESTION 4:**

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

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

Answer: C,D

---

**QUESTION 5:**

Certkiller .com 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. They can't do this; freight charges can be applied only during the ship confirm process
- B. A Freight and Special Charges modifier can't be defined to apply the freight charge at the time of the sales order
- C. Automatic Freight and Special Charges modifier to apply at each sales order line
- D. Define the surcharge list type of modifier to automatically apply the freight charge at the time of the sales order
- E. Manual Freight and Special Charges modifiers to apply at each sales order line

Answer: C

---

**QUESTION 6:**

What is true about the Ship From Stock fulfillment model?

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

Answer: D

---

**QUESTION 7:**

Certkiller .com. runs on the PTO fulfillment model. All the rule-based business rules for configuration the model are incorporated using OracleConfigurator, which makes it intuitive for sales representatives to configure the PTO model.

Which two statements are true? (Choose two.)

- A. After selecting all the options, PTO Model needs to be processed to get the configured part
- B. Routing needs to be defined for the PTO model

- C. Ship confirm the option items, not the PTO model and option class
- D. Process the configured item to generate the work order
- E. Based on the setup, either ship model complete or individual options

Answer: C,E

---

**QUESTION 8:**

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

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

Answer: A,B,C

---

**QUESTION 9:**

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. Execute online from the release sales order window
- C. Run a concurrent program from the release sales order window
- D. Use the standard Report submission process
- E. Run the Pick Slip Grouping process

Answer: B,C,D

---

**QUESTION 10:**

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 be 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 credit check selected at booking on the Order Transaction Type setup used for ABC Corps orders?
- D. Is the credit check hold check box selected in the profile class accounts window for

ABC Corp?

E. Is credit check selected at shipping on the order transaction type setup used for ABC Corps orders?

Answer: A,B,C

---

**QUESTION 11:**

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 non-customized profiles
- B. None of above
- C. Do not update exiting profiles
- D. Update all profiles

Answer: C

---

**QUESTION 12:**

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

- A. The PO is created from an Approved Requisition, which is then sent to the supplier
- B. The suppliers ships to the seller
- C. Requisition Import Program creates the requisitions
- D. The purchase Release concurrent program or workflow in order management creates rows in the Requisition import tables

Answer: A,C

---

**QUESTION 13:**

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

- A. Service levels are required for all freight carriers
- B. Freight carriers are organization specific, so they need to be defined for each organization
- C. Freight carriers do not need to be assigned to organizations. After they are defined, they are available for shipping transactions
- D. Freight carriers are defined once and then enabled in the organizations that would use those particular carriers
- E. Service levels are optional additional information for carriers

Answer: A,D

---

**QUESTION 14:**

You are a consultant to a client. The client has a policy 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 as defaulted and remove the enabled flag
- B. Set Exception behavior to warning
- C. Set Exception behavior to Error
- D. Set Exception behavior to information only

Answer: D

---

**QUESTION 15:**

Which definition correctly describes the functionality of pricing formulas?

- A. 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
- 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
- D. A formula that evaluates the criteria and the order in which to apply qualifiers

Answer: B

---

**QUESTION 16:**

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. Customer Account Number
- C. Warehouse Location
- D. Ship From Location

Answer: D

---

**QUESTION 17:**

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

- A. Duty
- B. Services
- C. Export
- D. Miscellaneous
- E. Insurance

Answer: A,C,D,E

---

**QUESTION 18:**

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

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

Answer: B

---

**QUESTION 19:**

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

Answer: D

---

**QUESTION 20:**

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

Answer: A,B

---

**QUESTION 21:**

Certkiller .com 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. OM: Invoice source
- B. Automatic attachment Rules
- C. OM: Sales Order Form Preference
- D. Defaulting Rules
- E. OM: Invoice Transaction Type
- F. Transaction Types
- G. Processing constraints
- H. OM: Enable Related items and manual subsituations

Answer: B,C,D

---

**QUESTION 22:**

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

Answer: C

---



**QUESTION 23:**

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

- A. Grouping rules
- B. Open inventory periods
- C. Shipping grants
- D. Pick release rules
- E. Ship confirm rules

Answer: B,C

---

**QUESTION 24:**

You created two sales order (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 31 and Sales Order #2 would close on April 10
- 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 15 and Sales Order #2 would close on April 30

Answer: C

---

**QUESTION 25:**

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

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

Answer: A,B,C,D,E

---

**QUESTION 26:**

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 place the order with a third-party supplier. The third-party supplier ships the products directly to your customer
- B. 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
- C. 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
- D. The customer orders products from your company, but you do not typically manufacturing or stock the items

Answer: B,D

---

**QUESTION 27:**

You have two order lines on a sales order. Line 1 is standard line with shipment and invoicing. Line 2 invoice-only line and does not involve any shipment. Which solution would you use to ensure that line 2 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 ship sets and use defaulting rule to default scheduled ship date from line 1 to line 2
- D. Put both lines in fulfillment sets

Answer: D

---

**QUESTION 28:**

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

- A. Transfer accounting to General ledger
- B. Scheduling
- C. Bank Reconciliation
- D. Auto Invoice to receivables and customer invoicing
- E. Enter and Book Sales Order
- F. Receipts
- G. Ship Confirm
- H. Pick Release

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

---

**QUESTION 29:**

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

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

Answer: A,D

---

**QUESTION 30:**

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. LPNs can be made mandatory using the shipping parameter
- F. An LPN can be loaded inside another container

Answer: B,C,E,F

---

**QUESTION 31:**

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

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

Answer: A,B,D

---

**QUESTION 32:**

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

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

Answer: C

---

**QUESTION 33:**

Which Four statements are true about trips as part of the shipping execution process?  
(Choose Four.)

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

Answer: B,C,D,E

---

**QUESTION 34:**

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

- A. Qualifying delivery lines can be assigned to an existing delivery
- B. Delivery lines can be unassigned from a delivery
- C. Delivery lines can be split
- D. Delivery liens can be assigned to deliveries before pick release
- 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,C,F

---

**QUESTION 35:**

Which statement is true about delivery lines?

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

D. Delivery lines can't be split in shipping transactions

Answer: B

---

**QUESTION 36:**

Certkiller .com 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.)

- A. Sales organization creates an intercompany receivables invoice for the goods
- B. Procurement organization creates an intercompany receivables invoice for the goods
- C. Sales organization generates an intercompany payables invoice
- D. Procurement organization generates an intercompany payables invoice
- E. Customer addresses are visible across set-of-books
- F. Customer addresses are not visible across set-of-books

Answer: B,C,E

---

**QUESTION 37:**

Certkiller .com 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. The sales order line can have a ship from warehouse belonging to the same operating unit only
- C. The sales order line can have ship From warehouse belonging to a different operating unit
- D. Purchase orders can't be created in a different operating unit than the sales order
- E. Purchase requisition can be created in the same operating unit as the sales order
- F. Purchase requisition can't be created in the same operating unit as the sales order

Answer: A,B,E

---

**QUESTION 38:**

Exhibit No.1

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 Enter Reservations Only Ship Set  
Destination Type **Ship-To Location** Ship-To  
Customer  
Item  
Category Set Category  
Number  
Scheduled Ship Dates  
From To **21 JUN 2006 23:59:59**  
Requested Dates  
From To **21 JUN 2006 23:59:59**

Execute Ngw Concurrent

Exhibit No. 2

Release Sales Orders For Picking

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

Release Criteria

Order **Shipping** Inventory

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

Execute Ngw Concurrent

Exhibit No. 3

Release Sales Orders For Picking

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

Release Criteria

Order Shipping Inventory

Warehouse: 10 Subinventory: FGI Project: Task:

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

Pick From Subinventory: FGI Locator:

Execute Now Concurrent

Please refer to the exhibits.

After executing the criteria identified in Release Rule 01-All, how would the picked order lines appear display in shipping transactions? (Choose two.)

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

Answer: A,D

---

### QUESTION 39:

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. Create a pick release rule with Autocreate Delivery set to across orders
- B. Define a release sequence rule using order as priority
- 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 slip grouping by order, customer and ship to

Answer: A,C,E

---

### QUESTION 40:

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

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

Answer: B,C,F

---

**QUESTION 41:**

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

- A. The purchase Release concurrent program or workflow in order management creates rows in the Requisition import tables
- B. The suppliers ships to the seller
- C. The PO is created from an Approved Requisition, which is then sent to the supplier
- D. Requisition Import Program creates the requisitions

Answer: C,D

---

**QUESTION 42:**

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 would be split with Kramer receiving 75% Revenue Credit and Clearly 25% Non-revenue credit
- B. The Sales credits would be split with Kramer receiving 100% Revenue Credit and Clearly 25% Non-revenue credit
- C. The Sales credits would be split with Kramer Receiving 75% Revenue credit and clearly 25% Revenue credit
- D. The Sales credits can't be split in this case

Answer: C

---

**QUESTION 43:**

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

Answer: A

---

**QUESTION 44:**

Certkiller .com supplies turbine engine components to Jet Manufacturing Inc, Beta Manufacturing manufacturers some turbine engine components on the basis of purchase orders received from Certkiller .com.

Beta Manufacturing sends these components to Jet Manufacturing.

To maintain data integrity between the sales and purchasing process Certkiller .com needs to 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 an approved purchase order
- B. Changes on the purchase orders would not be synchronized with the sales order line
- C. Sales order changes would be automatically updated to a requisition
- D. Sales order changes would be automatically updated to an unapproved purchase order

Answer: C,D

---

**QUESTION 45:**

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

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

Answer: B,C,D

---

**QUESTION 46:**

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

- A. You can have only one delivery for the trip displayed in the form
- B. You can print the Pick Slip from Quick ship form
- C. You can hide or show fields in the Quick Ship 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: C,D

---

**QUESTION 47:**

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

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

Answer: B,D

---

**QUESTION 48:**

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. If a user does not have any grants, the default is view-only access to all organizations
- C. Roles control the user access action at pick release form, shipping transaction form and quick ship form
- D. You can grant a user role in one organization or more than one organization for a period of time
- E. Roles are assigned to user responsibilities to view or edit shipping transaction forms
- F. 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

Answer: C,D,F

---

**QUESTION 49:**

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

Answer: D

---

**QUESTION 50:**

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

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

Answer: B,C

---

**QUESTION 51:**

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

Answer: B,E

---

**QUESTION 52:**

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

- A. Quota sales credits must always be equal to 100%
- B. Sales Credits may not be applied to a return order

- C. Non-Revenue sales credits may not be split
- 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: A,D

---

**QUESTION 53:**

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 Site
- B. Organization
- C. Global (Across Multiple operating units)
- D. Customer
- E. Item Category

Answer: A,B,C

---

**QUESTION 54:**

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

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

Answer: A,B

---

**QUESTION 55:**

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

Answer: A,E

---

**QUESTION 56:**

Certkiller .com 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 Yes and set Auto Pick Confirm to NO
- B. In the Pick release rules; set auto allocate to No and set auto pick confirm to Yes
- C. In the Pick release rules; set auto allocate to yes and set auto pick confirm to yes
- D. In the pick release rules; set Auto Allocate to No and set Auto pick Confirm to NO

Answer: D

---

**QUESTION 57:**

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

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

Answer: C,D,E,F

---

**QUESTION 58:**

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

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

Answer: B,D,E

---

**QUESTION 59:**

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

Answer: A

---

**QUESTION 60:**

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

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

Answer: B,D,E,F

---

**QUESTION 61:**

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

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

Answer: A,C,D,G,H,I

---

**QUESTION 62:**

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

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

Answer: A,F

---

**QUESTION 63:**

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

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

Answer: A

---

**QUESTION 64:**

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

Answer: A,B,E

---

**QUESTION 65:**

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

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

Answer: A,B,C

---

**QUESTION 66:**

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

- A. Draft-internal rejected
- B. Draft Submitted
- C. Approved
- D. Draft
- E. Pending customer acceptance

Answer: A,C,D,E

---

**QUESTION 67:**

Certkiller .com must apply the same sales credits to multiple orders headers. What would be your recommendation?

- A. Certkiller can do it by using the Order organizer, multi-selecting the orders by holding down the Ctrl Key and then clicking actions button
- B. Use the Apply Sales Credit concurrent program
- C. Certkiller can do this, but needs to open each order individually
- D. It can't be done

Answer: A

---

**QUESTION 68:**

You have created a new processing constraints 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 run the Defaulting Generator concurrent program
- B. You did not select the Require Reason and History User Action
- C. You failed to enable the Validation Template
- D. You failed to set up Automatic versioning if the payment terms are changed



Answer: C

---

**QUESTION 69:**

Certkiller .com 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 from the Oracle CRM application where all the modifiers applied by the sale representative.

Which is the best solution to meet the requirement?

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

Answer: E

---

**QUESTION 70:**

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

- A. Processing Constraints apply only to sales orders and not blanket sales agreements
- B. Processing Constraints can be set to restrict changes at the responsibility level
- C. Processing constraints are rules that are used to control what attributes can be changed on a sales order and when they can be changed
- D. Processing constraints can define certain actions that result from a change made to a sales order
- E. Processing constraints apply only to the changes made to the sales order lines and not to the sales order header

Answer: B,C,D

---

**QUESTION 71:**

Certkiller .com calls up Best Services Inc. to place an order for server.

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

- A. Entered, Booked, Awaiting shipping, picked, closed
- B. Entered, Booked, Closed
- C. Entered, Booked, Awaiting Fulfillment, Closed
- D. Entered, Booked, Awaiting shipping, picked, shipped, closed
- E. Entered, Booked, Awaiting fulfillment, shipped, closed

Answer: C

---

**QUESTION 72:**

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

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

Answer: B,C

---

**QUESTION 73:**

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

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

Answer: A,D,E

---

**QUESTION 74:**

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 to Ship Method B for both new and existing lines
- B. The ship method would change only for new lines
- C. The ship method would not change for any existing or new lines
- D. The ship method would change only for existing lines

E. The ship method of existing lines can be changed using the Mass Change method

Answer: B,E

---

**QUESTION 75:**

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

Answer: D

---

**QUESTION 76:**

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

Answer: A,C,E

---

**QUESTION 77:**

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

- A. Customer account sites information
- B. Party Information
- C. Party Sites Information
- D. Customer account information

Answer: A,D

---

**QUESTION 78:**

Certkiller .com is a manufacturing 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. Certkiller .com generates the configured item for the ATO model when the sales order is in enter status
- B. ATO Model can't be used on intercompany order transactions
- C. Certkiller .com progress the sales order after generating the configured item to create the work order
- D. 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
- 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 79:**

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

- A. Manually calculate how many containers will be required and enter that quantity
- B. Run the Auto-Pack Deliveries SRS
- C. Set up Containers as customer items in Oracle Inventory
- D. Define container-item relationships in Oracle Shipping execution
- E. Enter container-container relationship if using master containers

Answer: C,D,E

---

**QUESTION 80:**

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

Answer: C

**QUESTION 81:**

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. During the pick release of the order
- B. After the order is booked
- C. After selecting the customer address
- D. After the order is entered

Answer: B,D