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## Exam Questions 1Z0-1077-20

Oracle Order Management Cloud Order to Cash 2020  
Implementation Essentials

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## QUESTION 1

Identify the transformation type in which a transactional item attribute is used for transforming a product. The transformation may be added to the existing product or replace the product on the sales order for a CTO item.

- A. Attribute to Product
- B. Product to Product
- C. Context to Product
- D. Attribute to Attribute

**Correct Answer: A**

### Explanation/Reference:

#### Explanation

An attribute-to-product transformation uses transactional attributes to transform an attribute to an item

number. It can add the transformation to an existing item or replace the item that the source order references.

Assume your company receives orders for an MP3 player that includes a Color attribute and a Size attribute,

and that you must use a combination of these attributes to reference an item number. In the following example,

a transformation rule transforms the Color and Size attributes of the Mini Plus item to the VIS481 item. Order

Management displays VIS481 on the order line.

References:

## QUESTION 2

Your company, which is a global major in farming equipment, has products ranging from make-to-stock fast

moving items, assembled-on-demand items, and complex configurable items with manufacturing plants and

distribution centers spread across the US, Europe, and China. The company is deploying Oracle Cloud Order

Management, and wants to evaluate the different promising modes that are possible through cloud Global

Order Promising for its products.

Which three promising modes are possible through GOP for the company's products? (Choose three.)

- A. lead times
- B. infinite availability
- C. global availability
- D. zone-based availability
- E. supply chain availability



**Correct Answer: A,B,E**

### Explanation/Reference:

Explanation

<https://docs.oracle.com/en/cloud/saas/supply-chain-management/r13-update17d/fascp/manage-order-promising-rules.html#FASCP1127104>

ATP Rule Promising Modes: ExplainedThe promising mode of an available-to-promise (ATP) rule determines

which set of attributes the order promising logic evaluates when determining ATP results. When creating an

ATP rule on the Manage ATP Rules page, the first thing that you must specify is which of the three promising

modes is applicable to the ATP rule.

These are the three promising modes:

Supply chain availability search

Lead time based

Infinite availability based

### QUESTION 3

Your company wants to default the preferred fulfillment warehouse and scheduled ship date as order requested

date during order import and skip the scheduling task for a particular order type.

What are the two business rules that must be configured to achieve this requirement? (Choose two.)

- A. Define a branching condition rule.
- B. Define a lead time expression rule.
- C. Define a line selection criteria rule for the scheduling task.
- D. Define a compensation pattern rule.
- E. Define a pre-transformation defaulting rule.

**Correct Answer: C,E**

### QUESTION 4

Your company has two business units: BU1 and BU2. Each has a warehouse associated with it: W1 and W2,

respectively. W1 has transferred the required material to W2 along with an intercompany invoice. On receiving the material, W2 finds that the material has a defect, and decides to scrap it in its warehouse, which

is more cost-effective than sending it back to W1. But BU2 wants a credit from BU1 against the invoice

amount that is already paid to BU1 because the material was defective and not consumed.



What action would you need to take to address this business requirement?

- A. Deselect the check box “Physical Material Return Required” in the Create Financial Orchestration Flow user interface under Financial Orchestration.
- B. Perform Accounting only Return against the transfer order by using the Manage Returns user interface.
- C. Perform a spreadsheet upload of the transfer order of type Accounting only Return from W2 to W1.
- D. Create an accounting rule in the Create Documentation and Accounting Rule user interface under Financial Orchestration.

**Correct Answer: B**

### Explanation/Reference:

Explanation

Physical Material Return Required is available in manage returns and used for accounting only

### QUESTION 5

Your company is a manufacturer and distributor of CTO type of products globally, and uses Global Order Promising to promise its orders. You recently noticed that the promising results are determining the expected sources globally but not the least-cost ones. You want to understand the logic used by the GOP engine to derive the least-cost source. Identify the four cost elements used by the cloud Global Order Promising engine to achieve the Profitable-to-Promise objective? (Choose four.)

- A. Cost of internal transfers between organizations
- B. Storage Cost (when the cost of holding that item in inventory is high)
- C. Overhead Cost
- D. Resource Consumption Cost (in case the end item is to be manufactured)
- E. Component Cost
- F. Standard Cost at internal organizations

**Correct Answer: A,D,E,F**

### QUESTION 6

Identify the sequence of Oracle Management Cloud components involved while processing a sales order.

- A. Order Entry, Orchestration, Task Layer Services, External Interface Layer



- B. External Source Systems, Internal Systems, Orchestration, Task Layer Services, External Interface Layer
- C. External Source Systems, Order Entry, Orchestration, Task Layer Services, External Interface Layer
- D. External Source Systems, Order Entry, Orchestration, External Interface Layer, Task Layer Services

**Correct Answer: A**

### QUESTION 7

Your customer would like automatic e-mail notifications to be sent for specific business events. On the Manage Business Event Trigger Points page, which business event trigger points can be used to enable e-mail notifications?

- A. Order header status update and order attribute update
- B. Order header status update and hold
- C. Order attribute update and hold
- D. Change order compensation complete and hold
- E. Hold and split

**Correct Answer: D**

### QUESTION 8

Your customer is in the business of selling laptops.  
Which three seeded pricing attributes are available when you set up Customer Pricing Profiles for your customer? (Choose three.)

- A. Customer rating
- B. Cost-to-serve
- C. Customer value
- D. Days Sales Outstanding
- E. Customer credit limit

**Correct Answer: A,B,C**

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