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QUESTIONS & ANSWERS  
**DEMO VERSION**  
*(LIMITED CONTENT)*

# Question 1

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Question Type: MultipleChoice

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A business entity (your client) sells a computer, monitor, keyboard, and mouse as a single package to consumers. The entity has identified that this bundle is a distinct performance obligation. How should you configure

Revenue management to ensure that these items are grouped into one performance obligation?

## Options:

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- A- By defining a Revenue Item Group
- B- By defining a Standalone Selling Price Profile.
- C- By defining a Performance Obligation Template.
- D- By defining a Contact Identification Rule.

## Answer:

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A

# Question 2

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Question Type: MultipleChoice

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After defining a pricing dimension structure for a customer, you must define a pricing dimension structure instance.

Which two attributes on the structure instance are inherited from the structure definition?

## Options:

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

## Answer:

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A, B

## Question 3

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Question Type: MultipleChoice

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

How should you handle this scenario In Revenue Management?

### Options:

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

### Answer:

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B

## Question 4

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Question Type: MultipleChoice

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Which two settings are related to the "Invalid Line Handling" Revenue Management System Option?

### Options:

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- A- Void contract
- B- Preserve contract
- C- Reject line
- D- Reverse line
- E- Reject contract

### Answer:

---

C, E

### Explanation:

<https://www.oracle.com/webfolder/technetwork/tutorials/tutorial/cloud/r13/wn/fin/releases/19B/19B-financials-wn.htm>

## Question 5

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Question Type: MultipleChoice

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You have defined 3 Contract Identification rules: Rule A, Rule B, and Rule C. You then decide that Rule C needs to be the first rule executed when the "Identify Customer Contracts" process runs.

Which attribute needs to be updated to achieve this objective?

### Options:

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- A- Freeze Period
- B- Default Classification
- C- Source Document Type
- D- Priority

### Answer:

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D

## Question 6

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Question Type: MultipleChoice

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Before uploading Estimated Standalone Selling Prices (SSP), you must populate a spreadsheet with some required data.

Besides Unit SSP Price, Currency and Unit of Measure, which three additional attributes are required when loading prices for items, memo lines and/or Item groups?

### Options:

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- A- Reason
- B- Pricing Dimension

- C- Item Identifier
- D- Performance Obligation Template
- E- Tolerance ranges
- F- SSP Type

Answer:

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B, E, F

## Question 7

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Question Type: MultipleChoice

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Which is a term under ASC 606 or IFRS 15?

Options:

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

Answer:

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A

## Question 8

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Question Type: MultipleChoice

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

Options:

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

### Answer:

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A, B

### Explanation:

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<https://docs.oracle.com/en/cloud/saas/financials/r13-update18a/fafm/recognize-revenue.html#FAFRM2321853>

## Question 9

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Question Type: MultipleChoice

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Revenue Management creates journal entries from a contract In order to recognize revenue properly. Which three event types are used by Revenue Management to create these journal entries?

### Options:

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- A- Performance Obligation Satisfied
- B- Performance Obligation Billed
- C- Initial Performance
- D- Revenue Recognized
- E- Standalone Selling Prices Allocated

### Answer:

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A, C, D

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