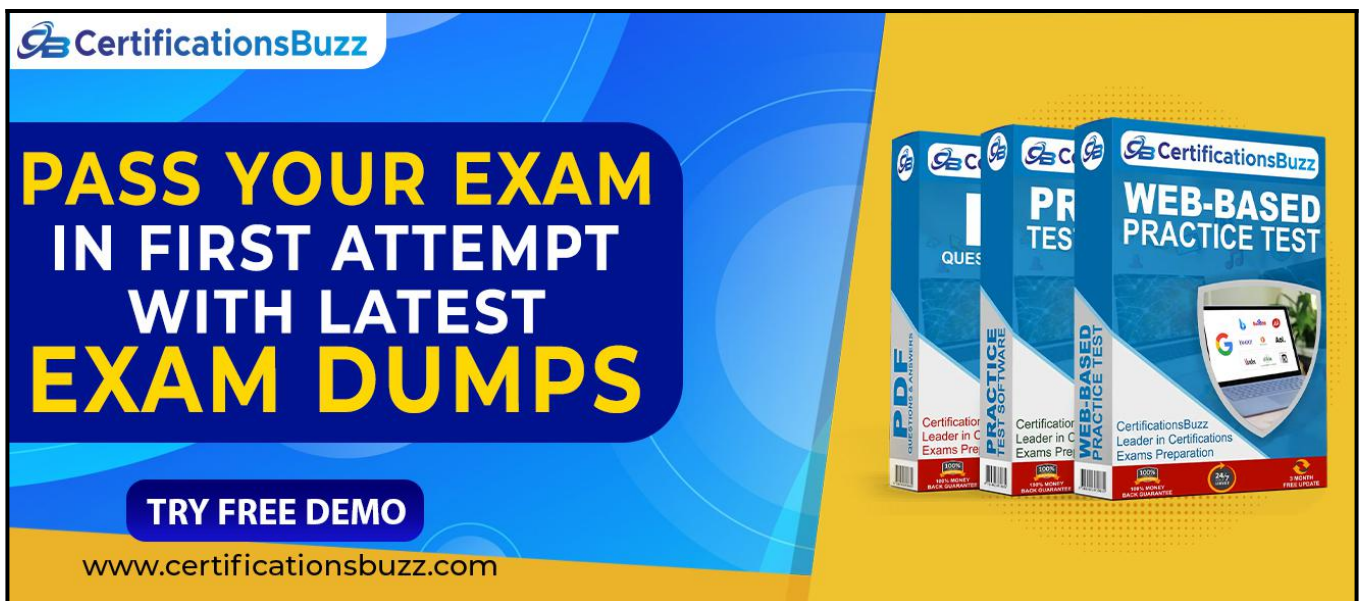


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Question No. 1

What is a Standalone Selling Price (SSP)?

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

Answer: D

Question No. 2

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

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

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

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

Answer: A

Question No. 3

Given Oracle Revenue Management Cloud has predefined integration with Oracle E-Business Suite Financials, which two steps are NOT part of the steps to configure EBS for integration with Revenue Management Cloud?

- **A.** Apply appropriate patches to EBS.
- **B.** Run the Deploy System Options process.
- **C.** Set the Profile Option AR: Source System Value for Revenue Management.
- **D.** Map the EBS Chart of Accounts to the Cloud General Ledger.
- **E.** Set the System Options in EBS Receivables on the Revenue Management tab.

Answer: B, D

Question No. 4

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

What is the name of this spreadsheet template?

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

- **D.** Customer Sales Data Source Documents Import

Answer: C

Question No. 5

Which statement does NOT describe how revenue is handled under the latest standards under ASC 606 and IFRS 15?

- **A.** You accrue for goods and services that you owe to customers because either you or they have relied on the contract. You no longer defer revenue.
- **B.** You value the accrual at estimated consideration and it is a monetary debt.
- **C.** You book the invoiced amount to the P&L when you meet the regulatory definition by Industry.
- **D.** You calculate the liability at inception and book it when either party acts. An Act could be shipping or invoicing.
- **E.** Liability is a list of goods and services you actually owe to the customers for future satisfaction via transfer.

Answer: A

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