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Oracle Order Management Cloud Order to Cash 2024 Implementation Professional

Oracle 1z0-1077-24

Version Demo

Total Demo Questions: 14

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Topic Break Down

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Topic 1, Order Management	83
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QUESTION NO: 1

Your client is implementing a robust combination of Oracle Cloud products, including Supply Chain Management, Enterprise Resource Planning, and Financials. As part of their Supply Chain implementation, they have a few requirements for multiple accounting methods, specifically in the area of costing. You are tasked with creating the various costing methods they will use.

Which three methods represent valid costing methods that you can define?

- A. Perpetual Average Cost
- B. Actual Cost, also known as "FIFO"
- C. Frozen Standard Cost
- D. Layer cost, also known as "LIFO"
- E. Periodic Actual Cost

ANSWER: A B C

Explanation:

Oracle Fusion Cloud Cost Management supports perpetual average, actual, and standard cost methods for a cost organization. **Perpetual Average Cost** maintains an item's inventory value using a continuously recalculated weighted-average unit cost as inventory transactions occur. This method is appropriate when receipts are pooled into an average inventory valuation rather than retained as distinct receipt-cost layers.

Actual Cost (FIFO) values inventory through receipt layers, allowing the cost of inventory issued or shipped to be determined from the applicable actual receipt costs. FIFO is a commonly used cost-flow basis with actual costing, in which earlier receipt layers are consumed first. This provides traceability between inventory movements and their underlying acquisition or production costs.

Frozen Standard Cost uses a predetermined standard cost for inventory valuation and transaction accounting. The standard is frozen for use in accounting until the organization updates it, while differences between the standard and incurred costs are captured as variances. Together, these methods meet the principal Oracle perpetual costing approaches for average, actual, and standard valuation. Oracle documents the available cost-method concepts in its [Overview of Cost Methods](#) and explains their setup in the [Manage Cost Profiles](#) documentation.

QUESTION NO: 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 time based
- B. Infinite availability based
- C. global availability
- D. zone-based availability
- E. Supply chain availability search

ANSWER: A B E

Explanation:

Oracle Global Order Promising uses the promising mode on an available-to-promise rule to determine the approach used to calculate an order promise date. The supported modes are **Lead time based**, **Infinite availability based**, and **Supply chain availability search**. Lead time based promising calculates the date using predefined lead-time values, making it suitable where detailed supply availability is not required but reliable fulfillment lead times are maintained. Infinite availability based promising assumes supply is available and derives a date from the applicable lead time; it is useful for items or business scenarios where supply constraints should not restrict promising. Supply chain availability search evaluates supply and demand across the configured supply chain to identify an available fulfillment option and date. This mode supports more detailed, network-aware promising for organizations that operate multiple plants, distribution centers, and sourcing relationships. Oracle's ATP rule setup requires selecting one of these three modes, allowing the business to apply an appropriate promising strategy for stocked, assembled, and configurable product lines. See Oracle's [Manage Order Promising Rules](#) documentation and [Overview of Order Promising](#).

QUESTION NO: 3

Which two attributes can you use to group shipment lines into a single shipment? (Choose two.)

- A. Carrier
- B. FOB
- C. Item
- D. Sales Order
- E. Ship-to location

ANSWER: B E

Explanation:

FOB and **Ship-to location** can be used when grouping shipment lines into a shipment. Oracle Shipping groups lines that share required shipment characteristics, including the ship-from location and the ship-to location. Consequently, shipment lines intended for the same customer delivery location can be consolidated into one shipment, even when they originate from different sales orders. This supports coordinated fulfillment and delivery planning for the same destination.

FOB (Free On Board) is an additional shipment grouping criterion that an implementation can use. It identifies the agreed point at which responsibility for goods transfers between the seller and buyer, so grouping lines with the same FOB value helps ensure that the shipment follows consistent commercial and transportation terms. Oracle's shipment grouping setup supports adding criteria such as FOB in addition to the mandatory location-based grouping attributes. For further detail, see Oracle's documentation on [shipments in Oracle Fusion Cloud Shipping](#) and the [shipment grouping attributes](#) setup guidance.

QUESTION NO: 4

Your company must prevent users from canceling a fulfillment line after it has shipped. You are defining a processing constraint and will use a validation condition that evaluates the fulfillment-line status.

Which constrained operation should you select?

- A. Cancel
- B. Update
- C. Create
- D. Submit

ANSWER: A

Explanation:

Select **Cancel** as the constrained operation. A processing constraint evaluates whether a specified operation is permitted for an entity when its validation condition is met. In this case, the operation to prohibit is cancellation of a fulfillment line whose status indicates that it has already shipped.

Update would control modifications to attributes, Create would control creation of a new entity, and Submit controls order submission rather than cancellation of an existing fulfillment line.

QUESTION NO: 5

Your client sells to many customers across multiple industries. There is a new requirement to create a new pricing discount structure for a specific customer.

Which pricing configuration allows you to set conditional logic around the specific customer without changing the pricing strategy for all other customers?

- A. Tiered Pricing
- B. Pricing segments
- C. Pricing Matrices
- D. Pricing Algorithm

ANSWER: B

Explanation:

Pricing segments is correct because a pricing segment defines the conditions under which a particular pricing strategy applies. In Oracle Fusion Cloud Pricing, the segment can use attributes such as customer, customer account, customer classification, item, item category, order type, and sales channel. The implementation can therefore create a segment whose condition identifies the specific customer, then associate that segment with a pricing strategy containing the required discount structure. Oracle evaluates the segment conditions to determine whether the associated strategy applies to the transaction. This isolates the customer-specific pricing treatment while allowing the existing strategies and pricing behavior to remain in place for all other customers. The segment is also reusable and maintainable: if the qualifying customer criteria change, the administrator updates the segment definition rather than altering broad pricing logic that affects unrelated customers. This configuration is especially appropriate when pricing must vary by a defined business context, such as a particular customer or customer group, while retaining a common overall pricing architecture. Oracle describes how pricing profiles, segments, and strategies work together in its documentation: [How Profiles, Segments, and Strategies Work Together](#). For configuration guidance on pricing strategies and their assignments, see [Overview of Pricing Strategies](#).

QUESTION NO: 6

The customer service representative in your company has received a request from a customer for appending additional quantity to an original sales order that has already been released to the warehouse. The sales order quantity revision has resulted in a new shipment line with the status "Ready to Release."

What action would you take to ship the new line by merging it with the original shipment?

- A. Run the process Create Shipments with the parameter Append Shipment set to Yes.
- B. Perform Pick Release by selecting the Append Shipment check box.
- C. Manually append the new line to the shipment.
- D. Run the process Create Shipments with the parameter Create Shipment set to Yes.

ANSWER: A

Explanation:

Run the process Create Shipments with the parameter Append Shipment set to Yes. The revised sales-order quantity creates an additional shipment line that is eligible for release, as indicated by its Ready to Release status. The Create Shipments process evaluates eligible shipment lines and applies the shipment grouping criteria configured for the shipping flow. Enabling Append Shipment directs the process to look for a compatible existing shipment and add the new eligible line to it, rather than creating a separate shipment. This lets the additional quantity travel with the original shipment while preserving the system-controlled shipment creation and grouping logic. Compatibility is determined by the relevant shipment attributes and grouping rules, such as the shipping organization, customer, ship-to location, shipping method, and requested ship date, as applicable to the implementation. Oracle Shipping documentation describes shipment creation as a process that groups eligible lines into shipments and supports appending qualifying lines to existing shipments. See the [Oracle Fusion Cloud SCM documentation library](#) and Oracle's [Order fulfillment documentation](#) for the related fulfillment and shipping process guidance.

QUESTION NO: 7

A tax authority requires that you calculate tax only on the selling price of an item that you are selling, and not on the shipping charge.

How will you achieve this?

- A. by moving the "Compute Tax" step before the "Create Net Price Charge Component" step in the Pricing algorithm
- B. by moving the "Compute Tax" step before the "Create Shipping Charges" step in the Pricing algorithm
- C. by creating a sub- algorithm and an expression builder
- D. by using nested action and Groovy scripts

ANSWER: B

Explanation:

Move the "Compute Tax" step before the "Create Shipping Charges" step in the Pricing algorithm. Oracle Pricing calculates charges by processing algorithm steps in their configured sequence. When the tax calculation runs after the item's net-price charge component has been created but before shipping charges are created, the selling price is available as the taxable basis while the shipping charge does not yet exist as a charge component for tax calculation. This sequencing therefore ensures that tax is calculated only on the item selling price and that the subsequently created shipping charge remains outside the tax basis.

This approach is appropriate when the tax authority's rule applies consistently to the relevant transactions because it uses Oracle Pricing's supported algorithm orchestration rather than requiring custom extensions. The pricing algorithm can be adjusted to control when standard pricing actions, including tax and shipping-charge creation, occur. After the shipping charge is created, it remains part of the order's pricing result, but it was not present during the earlier tax-calculation action. Oracle documents the purpose and configuration of pricing algorithms in [Manage Algorithms for Pricing](#) and provides shipping-charge setup guidance in [Set Up Shipping Charges](#).

QUESTION NO: 8

Your company wants to define different status conditions for fulfillment lines that have different categories assigned to a single orchestration process in Order Management Cloud.

Which two configurations would you perform to meet this requirement? (Choose two.)

- A. Define a fulfillment line status rule set for each category.
- B. Create a unique step for each category and assign different "next expected task statuses."
- C. Define orchestration process status values for each category.
- D. Assign the status catalog to the orchestration process.

ANSWER: C D

Explanation:

To support category-specific fulfillment-line status conditions within one orchestration process, define orchestration process status values for each category and assign the status catalog to the orchestration process. Status management in Oracle Order Management uses a status catalog to organize the statuses that can be displayed for fulfillment lines. The catalog can contain status values that represent the business progress applicable to the fulfillment lines handled by the orchestration process.

When defining orchestration process status values for each category, the implementation can model distinct status conditions for fulfillment lines that belong to different categories, even though they use the same orchestration process. For example, a shippable goods category and a service category can expose progress statuses appropriate to their respective fulfillment flows. Assigning the status catalog to the orchestration process makes those configured statuses available when Order Management evaluates and displays fulfillment-line progress for that process. This association is essential because it connects the reusable status definitions in the catalog to the orchestration process that governs the lines. Oracle documents status management and the setup of status values as part of Order Management orchestration configuration. See [Oracle Order Management: Overview of Status Management](#) and [Oracle Order Management: Manage Status Values](#).

QUESTION NO: 9

Your client supports multiple channels for customer sales orders and needs to be able to quickly provide availability of item supplies to these various order systems. You can use Global Order Promising's feature, Quick Availability Check REST API, to provide supply information for e-commerce and order capture applications.

Which method does this feature use to check availability?

- A. Provides net availability based on aggregate work orders
- B. Calculates date for a requested quantity
- C. Calculates quantity from inbound purchase and transfer orders
- D. Provides quantity available today or future date

ANSWER: D

Explanation:

The Quick Availability Check REST API uses the **Provides quantity available today or future date** method. This method is intended for high-volume, real-time availability inquiries from external customer-facing channels, such as e-commerce sites and order-capture applications. Rather than performing a full order-promising flow for each request, it returns the quantity that can be made available for an item at a specified organization on the current date or on a future date. This enables an external system to present meaningful availability information to a customer quickly, including inventory that is available now and supply expected to be available by a requested future date.

Global Order Promising evaluates the applicable supply and demand picture when determining this availability. The response can therefore support channel decisions such as displaying available quantities, offering future fulfillment dates, or allowing a customer to decide whether to place an order. The API is specifically designed to expose this quick supply-availability capability to integrated applications, without requiring those applications to duplicate Oracle's promising logic. Oracle documents Quick Availability Check as part of Global Order Promising's REST-based integration capabilities; see the [Oracle Quick Availability Check documentation](#) and the [Oracle Order Promising overview](#).

QUESTION NO: 10

Your client has a requirement to assign new purchasing requests to existing purchase orders. Supply Chain Orchestration can support this feature by adding a new requisition line to an open purchase order, instead of having to create a new order.

Which four Oracle applications support this feature?

- A. Oracle Order Management

- B. Oracle Channel Revenue Management
- C. Oracle Planning
- D. Oracle Manufacturing
- E. Oracle Inventory Management
- F. Oracle Demand Management

ANSWER: A C D E

Explanation:

Oracle Order Management, Oracle Planning, Oracle Manufacturing, and Oracle Inventory Management are the supported source applications for the Supply Chain Orchestration capability that assigns a new purchasing request to an existing open purchase order. The capability consolidates compatible demand into an open purchase order by adding a requisition line, helping an organization reduce unnecessary purchase-order creation and manage supplier purchasing more efficiently.

Order Management can create supply requests for fulfillment flows such as back-to-back or drop-ship fulfillment. Planning can create supply recommendations that require purchased supply. Manufacturing can generate purchasing demand for applicable manufacturing and outside-processing requirements. Inventory Management can create supply requests for inventory replenishment and transfer-related fulfillment needs. Supply Chain Orchestration receives the supply request from these supported source applications and determines whether it can add the associated requisition line to an eligible open purchase order.

Oracle documents the supported source systems and setup considerations in [Assign New Purchasing Requests to Existing Purchase Orders](#). Additional context on request orchestration is available in the [Supply Chain Orchestration overview](#).

QUESTION NO: 11

A drop ship sales order line is created for an item with quantity as 10. Later, a revision is made on this drop ship sales order to increase the quantity to 15.

At which stage of the fulfillment process, will this change be accepted?

- A. A purchase order is created against the drop ship sales order but it is not yet shipped by the supplier.
- B. A requisition is created from the drop ship sales order but the purchase order is yet to be created.
- C. The purchase order schedule against this drop ship sales order line has been partially shipped.
- D. The entire quantity in the purchase order schedule has been shipped by the supplier.

ANSWER: B

Explanation:

A requisition is created from the drop ship sales order but the purchase order is yet to be created. is correct. In the Oracle Order Management drop ship flow, Order Management sends supply details for the sales order line to Supply Chain Orchestration, which creates a requisition in Procurement. At this point, the sales order line has progressed to requisitioning, but the supplier-facing purchasing document has not yet been created. Oracle can therefore accept the revised requested quantity and propagate the updated demand through the orchestration and requisition process before a purchase order commits the supplier to a specific quantity.

The distinction is important because the purchase order is the document used to place the drop ship request with the supplier. Increasing the sales-order quantity before that document exists allows the demand and requisition quantity to remain aligned. This supports the standard drop ship integration, in which Procurement creates and manages the purchase order only after it receives the requisition generated for the sales order. Oracle describes the drop ship process and the handoff from Order Management to Procurement in its [How Drop Ship Works in Order Management](#) documentation. Related fulfillment-process concepts are also covered in [Overview of Order Fulfillment](#).

QUESTION NO: 12

Which two tasks are used to set up statuses in the orchestration process configuration in Functional Setup Manager?

- A. Define Orchestration Status
- B. Manage Orchestration Status Values
- C. Manage Task Status Condition
- D. Manage Status Values

ANSWER: B C

Explanation:

Manage Orchestration Status Values is used to define the status values that Order Management can display for fulfillment lines and orchestration-process progress. These values provide the vocabulary of meaningful business states, such as statuses that indicate a fulfillment activity is underway or complete. Administrators can configure the status value's display name, description, and sequencing so that status reporting is consistent across orchestration processes.

Manage Task Status Condition is used to define the conditions that determine when a task in an orchestration process receives a particular status. A condition evaluates fulfillment-line attributes and task outcomes, allowing Order Management to derive the appropriate task and overall orchestration status as processing advances. Together, defining the reusable status values and defining the conditions that assign them enables a process to communicate order progress accurately to users and downstream integrations.

Oracle's Order Management documentation describes status values and status conditions as the configuration elements used to control fulfillment-line and task status behavior. See [Oracle Order Management: Overview of Order Statuses](#) and [Oracle Order Management: Manage Status Values](#).

QUESTION NO: 13

You import an item-based model structure into the Configurator Modeling Environment, but realize that the minimum for one of your component attributes is incorrectly assigned.

What should you do, prior to releasing, to resolve this issue?

- A. Make the changes in the Configurator Modeling Environment on the Item Attributes tab of the model's details.
- B. Make the changes in the Product Hub or the Configurator Modeling Environment. All the changes are automatically reflected in the other area (that is, changes in the Configurator Modeling Environment will show in the Product Hub and vice versa).
- C. You cannot change the item's user-defined attributes.
- D. Make the changes in the Product Hub and refresh the snapshot for the item-based model structure.
- E. After the item-based model structure is imported, you must wait until after it is released to make the changes.

ANSWER: A

Explanation:

Make the changes in the Configurator Modeling Environment on the Item Attributes tab of the model's details. When an item-based model is imported, Oracle Configurator creates an editable model definition and includes item attributes that are available for the model and its components. Before release, you can open the imported model's details, select the relevant component on the Item Attributes tab, and correct the attribute's minimum value. This is the appropriate location for maintaining configuration-specific attribute settings after import and before the model is released for use. Making the correction at this stage ensures that the released model contains the intended validation and configuration behavior for the component attribute. Oracle's Configurator documentation describes maintaining item attributes in the model work area, while the import documentation explains that item-based model structures are brought into Configurator from Product

Management for subsequent modeling and release activities. See Oracle's [Oracle Fusion Cloud Configurator documentation](#) and the [Oracle Fusion Cloud Supply Chain and Manufacturing documentation library](#).

QUESTION NO: 14

A sales order line is designated for back-to-back procurement. Order Management has sent the fulfillment request to Supply Chain Orchestration, and the supply must be purchased specifically for the sales order demand.

Which three actions does Supply Chain Orchestration perform in this flow? (Choose three.)

- A. Create a supply order to generate a purchase request.
- B. Send a purchase request to Procurement.
- C. Send a reservation request to Inventory Management after purchase order creation.
- D. Create the purchase order for the supplier.
- E. Schedule the sales order line for the customer.

ANSWER: A B C

Explanation:

Supply Chain Orchestration coordinates the back-to-back supply flow after receiving the fulfillment request from Order Management. It creates a supply order to represent and track the supply needed for the sales order demand, sends a purchase request to Procurement, and sends a reservation request to Inventory Management after Procurement creates the purchase order.

Procurement creates the requisition and purchase order. Order Management performs sales-order scheduling and fulfillment orchestration; these activities are not performed by Supply Chain Orchestration in the back-to-back procurement flow.