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**Exam** : **1Z0-1059-24**

**Title** : Oracle Revenue Management  
Cloud Service 2024  
Implementation Professional

**Vendor** : Oracle

**Version** : DEMO

**NO.1** 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

**NO.2** Which three statements describe how Revenue Management creates accounting contracts to meet the new ASC 606 / IFRS 15 revenue recognition standards?

- A. by identifying and creating one or more performance obligations for a given accounting contract
- B. by calculating Total Transaction Price for contracts
- C. by only creating contracts that are source system specific
- D. by allowing manual allocation of Total Transaction Price across performance obligations
- E. by restricting users from excluding contract lines
- F. by grouping source document lines into contracts for each identified customer

**Answer:** C,D,F

**NO.3** What does a Variable Consideration require?

- A. an estimate of the consideration be made at inception only
- B. that the consideration be monetary
- C. an estimate of the consideration be made at Inception, and corrections of the accrual at made at each period end until revenue is recognized
- D. a disclosure be made to the shareholders

**Answer:** A

Explanation:

<https://cloud.oracle.com/opc/saas/RevMgmt/r12/wn/r12-revenue-wn.pdf> (p.15)

**NO.4** You define a Contract Identification Rule that uses the following source document attributes to match transaction lines:

Bill-to Customer Party Identifier

Extensible Header Character Attribute 4

Based the data displayed:

* Business unit name	* Legal entity name	Bill-to customer reference in the source system	Extensible Header Character Attribute 2	Extensible Header Character Attribute 3	Extensible Header Character Attribute 4
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2001	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2002	QTE177001
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2003	QTE177003
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2004	QTE177004
USA Business Unit	CORP Legal Entity	300000047394691	WARRANTY PLAN	BRM2005	QTE177004

How many contracts will be created In Revenue Management?

- A. 3
- B. 1
- C. 5
- D. 0
- E. 4

**Answer:** A

**NO.5** 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?

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

**Answer:** A,C,D

**NO.6** In order to have Revenue Management calculate Observed Standalone Selling Prices, four steps must be completed.

Which two are NOT included in the four step process?

- A. Close the previous period.
- B. Review the calculated OSSP.
- C. Categorize standalone sales by performance obligation.
- D. Approve the OSSP by establishing it.
- E. Run the Calculate Observed Standalone Selling Prices program.
- F. Run Create Accounting.

**Answer:** C,E

**NO.7** Revenue tracks several amounts associated to a customer contract, for example, selling amount, allocated amount, and billed amount. What is allocated amount?

- A. stand-alone selling price assigned to the promised detail line
- B. transaction price distributed to each performance obligation
- C. transaction price derived from the source system line import
- D. revenue recognized for each performance obligation

**Answer:** B

**NO.8** Your organization is selling a warranty plan to customers that covers appliances for one year. Revenue must be recognized gradually by month until the warranty expires.

Which Revenue Scheduling Rule Type needs to be defined for the Performance Satisfaction Plan?

- A.** Fixed Schedule
- B.** Variable Schedule
- C.** Daily Revenue Rate, All Periods
- D.** Daily Revenue Rate, Partial Periods
- E.** Partial Schedule
- F.** Daily Revenue Rate

**Answer:** A